The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, AUGUST 28, 1930

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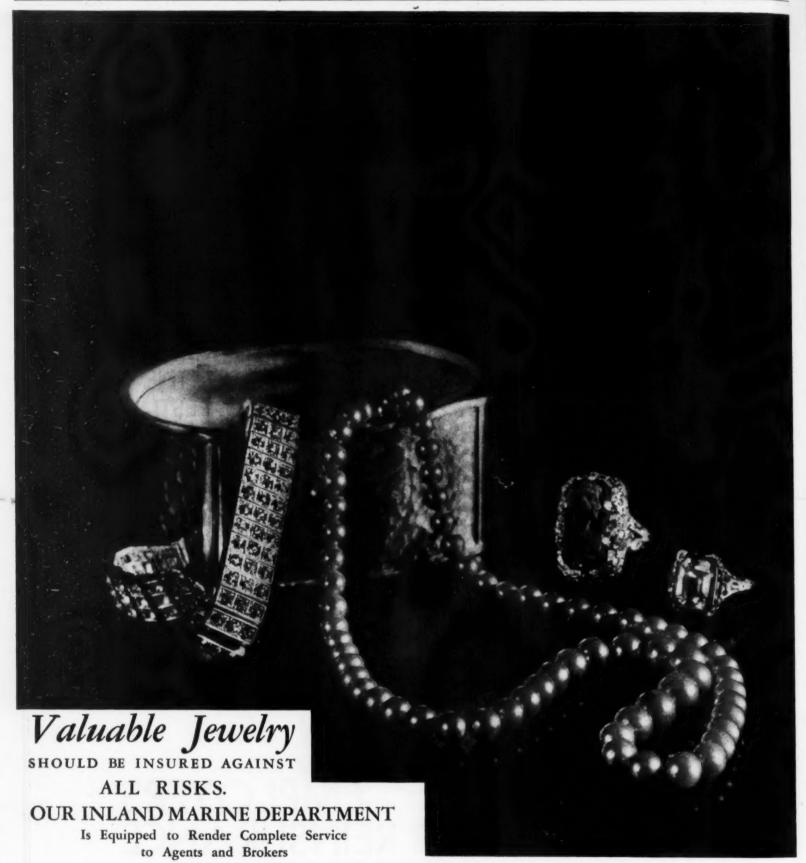
REINSURANCE

INSURANCE THE ONLY MAN-MADE INSTITUTION THAT HAS WITHSTOOD THE ONSLAUGHTS OF PANIC, WAR AND PESTILENCE WITHOUT A BREAKDOWN.

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The National Underwriter

Thirty-Fourth Year No. 35

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, AUGUST 28, 1930

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Canada Topics Are Discussed

Annual Meeting of the Superintendents of Insurance of Provinces

MANY SUBJECTS COME UP

Profound Address Given by S. B. Woods of the Alberta Bar on Insurance History

EDMONTON, ALTA., Aug. 27 .-The 13th annual conference of the Association of Superintendents of Insurance of the provinces of Canada opened at Edmonton Monday. Upwards of 125 representatives of all branches of the insurance business from the United States and Canada attended and listened to the addresses of welcome of the acting prime minister, and his worship, Mayor Douglas of Edmonton. Distin-Mayor Douglas of Edmonton. Distinguished United States visitors included James V. Barry, Metropolitan Life, Henry S. Ives, Association of Casualty & Surety Executives, Allen Brosmith, Travelers, Eaton of the American Mutual Alliance, George M. Merigold of the Prudential, F. G. Dunham of the Metropolitan Life. All six provinces were represented by their superintendents of insurance. The Ontario department was represented also by its deputy superintendent of insurance and chief inspector.

Lively Encounter Precipitated

The annual report of the secretary proved a lively encounter between Su-perintendent Foster and John A. Robertson, chairman of the Canadian Fire Un-derwriters Association with reference to Mr. Foster's remarks concerning acquisition cost in the casualty insurance business and particularly to his reference to the illegitimate nonpolicy writing agent. Mr. Robertson seemed to think that Mr. Foster was deliberately branding all non-policy writing agents as illegitimate.

The address delivered by S. B. Woods K. C., a prominent member of the Alberta bar, with reference to the development of the idea of insurance and of the law relating thereto traced the history of insurance from earliest times. Mr. Woods showed that two of the modern principles of insurance law became recognized in earliest times, by that the insurer is entitled to the goods salvaged, and that the insured must have an in-terest in the property which he insures.

The reports of committees were pre-sented but not read because of the prac-tice of the association to have all its committee reports printed in pamphlet form and distributed to interested persons and insurance interests as many weeks before the conference as possible. Flattering reference was made by rep-

(CONTINUED ON PAGE 38)

Cost Regulation Goes with Rate Policing: R. L. Foster

CANADIAN PROBLEM LIKE U. S.

Ontario Superintendent Blames Nonpolicy Writing Agents for High Acquisition Figures

Leighton Foster, superintendent for Ontario, and secretary Association of Superintendents of Insurance of the of Superintendents of Theorems of the Provinces of Canada, included some interesting observations on the acquisition cost problem in the United States in his report to the conference of Canadian superintendents in session at Ed-

dian superintendents in session at Edmonton, Alta.

Mr. Foster was present at Toronto when the Association of Canadian Superintendents and the National Convention of Insurance Commissioners held a joint meeting and when Commissioner Livingston of Michigan introduced his resolution creating a committee on acquisition costs in the United States. Mr. Foster was also present during the acquisition cost hearings conducted in Chicago by the National Convention of Insurance Commissioners.

Superintendent Foster commented on the difference in attitude between cas-

the difference in attitude between casualty and fire interests at the acquisithat acquisition costs were excessive and inviting the commissioners to assist in regulating the problem, while the latter admitted nothing and were opposed to any intervention on part of the

Casualty and Fire Attitudes

Agents and brokers, Mr. Foster reported, were splendidly represented and made an excellent impression. "They demonstrated to the satisfaction of nearly every one that the legitimate agent or broker fully earns his commission if, indeed, he is not actually underpaid. They went a long way toward establishing that to the extent to which establishing that to the extent to which acquisition costs were excessive, if at all, the excessive costs arose out of commissions paid to the illegitimate non-

policy writing agent appointed by the companies," Mr. Foster observed.
Mr. Foster declared that conditions in Canada closely resemble those in the United States and he observed that if any province assumes the responsibility of regulating insurance rates it must also assume the responsibility of inquir-ing into the reasonableness of acquisi-

Mr. Foster reported that the parliament of Canada and the provincial legislatures were exceptionally interested in insurance legislation this year. Sixty-three bills relating to insurance have been proposed or enacted by par-liament or provincial legislatures during the first six months of 1930. Outstand-ing legislation, according to Mr. Foster, was the amendment of the motor vehicle laws in Manitoba and Ontario vehicle laws in Manitoba and Ontario to embody a plan of semi-compulsory automobile insurance commonly known as safety or financial responsibility laws and the enactment by Nova Scotia of the fire insurance policy act of 1930 which is substantially the so-called uni-form fire insurance act of the Canadian provinces, members of the Association of Superintendents of Superintendents.

Five Year Data on 50,000 Ships Needed for Air Cover

STATEMENT OF STUART F. AUER

Stunting Is Chief Cause of Crashes, He Tells Minnesota Agents at Duluth

Rule of thumb underwriting of aviation risks will not be avoidable until there have been at least 50,000 airplanes in use for five years or more, according to Stuart F. Auer, president of Auer, Inc., Milwaukee aviation insurance specialists, who addressed the Minnesota Association of Insurance Agents in session at Duluth. Until that time, the speaker declared, underwriters must weigh care fully each factor in connection with absorbing the liability of hulls, cargoes,

sorbing the liability of hulls, cargoes, passengers and the public on the ground.

Although much guess work has been eliminated in the short history of aviation underwriting, statistical information, according to Mr. Auer, has had such a short life that "we cannot get an adequate background of percentages so that premium charges can be made and called fair by everyone."

Structural Improvement

The greatest menace which underwriters must seek to anticipate, is the practice of stunting. This requires that the underwriter be something of a mind reader. In its second quarterly report for 1930, the aeronautic branch of the United States Department of Commerce reports that infractions of the regula-tions dealing with acrobatics and low flying were in the majority—63 out of a total of 177 violations.

Because of the present structure and

adequate aero-dynamic capabilities of the modern airplane, Mr. Auer said it is an unusual occurrence when a motor or part of the structure of the ship gives way.

One of the greatest problems of the underwriter is to measure the difference between the pilot who flies on regular schedule as a profession and the sportsman pilot, according to Mr. Auer. The inexperienced pilot who wanders away from his fixed trail trying to fly over from his fixed trail trying to fly over new territory without accurate maps and the latest, most accurate instru-ments, may be the one to whom a claim will be paid, the speaker added. On the other hand, the crashes on trans-port lines, flying regular scheduled routes, are getting less and less and in this experimental stage the crashes to the beginner and the sportsman pilot are becoming more and more serious.

Sees Fewer Crashes

"In the next few years," Mr. Auer predicted, "I believe we can look op-timistically for a reduction in crashes as the correct methods of instruction, the proper ship to be used, and the haz-ards of aviation are being brought more clearly to the mind of the beginner."
In soliciting business Mr. Auer ad-

In soliciting business Mr. Auer advised agents and brokers not to inject into a sales talk too much false knowledge about aviation insurance. He suggested that the best method is to get the "request for rate" blanks properly, thoroughly and completely filled out. All of the information asked for on the blank is necessary and Mr. Auer said

Rate Reduction Is Being Felt

Company Officials Find Their Returns Are Very Seriously Affected

SOME OFFICES HIT HARD

Executives in Some Quarters Are Prone to Criticize the Movement as Being Unwise

NEW YORK, Aug. 27.-Fire company officials are getting their figures down to bed rock and are considerably alarmed over the decrease in premium income that is manifesting itself during the first eight months of the year. This is particularly true in the central western area where rates were reduced in almost all states last year. With the rate reductions that took place over an extensive area there naturally come the reductions due to improvements property. Altogether the rate reduc-tion program has hit companies hard. It is not so noticeable in other sections than the central west.

Effect of Business Depression

The natural business depression has also reduced premiums. Stocks have been curtailed, the drought has had its effect in many agricultural sections, manufacturing has declined materially, there is less building. The new business is not to be had. It is true that companies have endeavored to help lessened income by pushing out for nd marine lines. Some have eninland marine lines. Some have en-deavored to appoint new agents and reach out into the smaller places but the field is well occupied and not much added to the total income through ese forced processes.

Fortunately the loss ratio has not been abnormal. Even the drought did not bring its toll as might be expected.

not bring its toll as might be expected. There were numerous fires due to the dry season but greater care was taken by property owners and hence the expected loss was cut down.

As time goes on and the records are scanned, many officials criticize the movement in the west in reducing rates, saying that this action was uncalled for and was most ill advised. In addition to a lessened income these officials say that many local agents have become to a lessened income these officials say that many local agents have become embittered over the movement because their commissions have been reduced materially on account of the lower premium income. Altogether there is much comment at company headquarters were the retained of the lower premium that the company headquarters were the retained of the lower property of of the lower prope ters over the rate situation. Officials declare that it is very easy to reduce rates but it is almost impossible to increase them.

satisfactory rate is not obtainable until this information is produced. He added that it is extremely difficult to (CONTINUED ON PAGE 38)

Select Horton to Preside at Breakfast Session

FEATURE OF DALLAS MEETING

Cleveland Board Secretary to Discuss Local Board Machinery at Agents' Convention

Practical demonstration of efficient local board machinery will be set up by Secretary S. J. Horton of the Cleveland Insurance Board at the breakfast conference which he will conduct starting at 8 o'clock the morning of Oct. 9 as a feture of the annual convention of the National Association of Insurance Agents at Dallas, Oct. 7-10.

The conference is designed not alone for local board officers, but also for every agent who is interested in establishing a local board in his own community, or who wants to increase the prestige and usefulness of a board already in operation.

To Take Up Principles

Mr. Horton first will explain fundamental principles on which a local board should be built, and then detail actual working arrangements of a actual working arrangements of a "super-service" board, such as he con-ducts in Cleveland. Hundreds of requests that he receives annually from all over the country for information about the Cleveland board indicate that the breakfast conference will be well received.

It was instituted by the executive committee because of a conviction that properly constituted boards are the properly constituted boards are the foundation of the National association, and that interest in their organization would be stimulated and improvement made in those already in existence.

Cleveland Board Renowned

The Cleveland board is one of the outstanding local organizations. Its annual meetings are highly interesting, and are always visited by important agents and executives throughout the country. In February it ended its 83rd

Selection of Mr. Horton is a happy choice. He has served for more than ten years as executive director of the board, and under his administration it has reached its high degree of ef-

insurance experience has been His wide in territory and scope. Born a British subject, he received his higher education at the University of Dublin. His first business association was with the Union Assurance which he served in several capacities, up to that of Dub-lin branch manager. In 1907 he came to Canada, representing the Atlas.

Had Varied Experience

years later he came to the Two years later he came to the United States, serving for approximately ten years in field work with the Franklin Fire, Northern Assurance and New Hampshire Fire in various territories, including New Jersey and suburban New York, the Omaha district, Rocky Mountain and Kansas City territory.

The regard in which prophers of the

The regard in which members of the Cleveland board hold him is expressed in the framed testimonial presented to him at the annual meeting in Febru-ary, in connection with the silver ser-vice presented him in celebration of his tenth anniversary as secretary.

E. C. French of Galveston, vice-president of the American Fire & Marine, is on a northern trip. He was in Chicago this week.

A detailed account of the Iowa Association of Insurance Agents, annual meeting at Iowa City this week will be found in a special insert starting on page 20 of this

Non-Conference Carriers Make Connections in South

PLANT IN ALABAMA AGENCIES

Locals Clear Business Through Stamping Office, Frown on Rate-Cutting in Novel Experiment

BIRMINGHAM, ALA., Aug. 27.-Reports that non-conference fire companies are extending their activities in the south are substantiated by the fact that four or five such companies re-cently have planted with Birmingham agencies

The latest to enter Alabama are the Germanic, Buffalo and Washington Assurance, which have made connections with the Houseal-Simmons and the Mosely, Major & Davis agencies, two of the longest established and most respected in Birmingham. Conference companies, including the Birmingham Fire, a home concern, have withdrawn from these agencies.

Remain in Association

The two agencies are allowed to re-The two agencies are allowed to retain their membership in the Birmingham Association of Insurance Agents since they report all business through the stamping office and do not countenance any rate cutting. No sentiment is reported in the association against alowing membership to agents representing non-conference companies. The senting non-conference companies. The Allen Glover agency, which has for some time represented the Republic Fire, is not a member of the local association.

Some insurance leaders, while surprised that some of the better known agencies are tying up with non-conference companies, are watching this development with interest. One agency head said that he was not willing to try out such an idea now but that if it worked well he might also make a non-

conference connection.

Agents are striving hard now for business and the extra commission offered by the non-conforming companies is quite a temptation at this time when

Picked to Preside



Cleveland Board secretary selected to inaugurate breakfast conference on local board machinery during convention of National Association of Insurance Agents in Dallas

business is hard to get. I nose who have made such connections declare that it is in no manner their intention to offer cut rates, as is attested by the fact that they are clearing through the stamping office.

Griffith to New Orleans

Charles E. Griffith, Jr., who has been assistant manager of the fire branch of the Des Moines office of the Travelers Fire for the last year, has been transferred to the New Orleans office in the same capacity. Mr. Griffith has been in the Des Moines offices since 1927, when he came there from the Detroit office.

business is hard to get. Those who

Attitude of Treasury Department

Mr. Stebbins declares that this decision is what general agencies desire but he reports that the Treasury depart-ment is out of sympathy with this deci-sion and has recommended that it be appeale

pealed.

"We believe," Mr. Stebbins asserts in his communication, "that the bona fide supervising general agent is in every sense a company officer rather than an agent. Such a general agent is paid by his company for his services, and his personal income, therefore, is an 'earned income' Several general agents have informed us that government representatives are requiring income tax returns tatives are requiring income tax returns to be prepared in the same manner by all agents and general agents whether engaged in the direct production of business or serving solely in an administrative and supervisory capacity.

"We believe," he continues, "that it would be well for all bona fide super-

would be well for all bona nde super-vising general agents to adopt a uni-form position in the matter for it is quite possible that different general agents have different interpretations of the application of the income tax laws affecting them."

Mr. Stebbins asked for an expression of only on members so that the

of opinion from members so that the question may be presented to the commissioner of internal revenue.

CONDENSED NEWS OF WEEK

Interesting experiment being watched by locals in south involving non-confer-ence planting in several veteran Alabama agencies.

Promise of attempt to get stricter qualification laws in Minnesota features annual agents' convention in Duluth.

. . . Fire coverage on orchards written by Virginia F. & M. during drought excites wide interest throughout U. S. and else-where.

Company executives consider high acquisition cost on A. & H.; 25 percent top commission declared urgent by official.

Page 36

Connecticut Valley suffers third disastrous hail storm of season; two mutuals are hard hit. Page 8

T. S. Logan named as head of International Federation of Commercial Travelers Insurance Organizations. Page 36

Dr. Huebner condemns self insurance at joint session in Los Angeles of mutual organizations, Page 10

Atlas-Republic formed in Kentucky by merger of Republic L. & A. and Atlas L. & A., with \$400,000 capital, \$1,000,000 premiums. Page 37

Financial responsibility legislation in anada reviewed at meeting of Canadian surance superintendents. Page 26

The annual meeting of the Iowa Association of Insurance Agents was held in Iowa City this week, Fred W. Colvin of Sioux City being elected president.

Pages 21-25

President Stebbins, American Associa-on of Insurance General Agents, heads

campaign to procure for general agents the right to enter their income in the "earned income" column of the federal tax returns.

R. Leighton Foster, Ontario insurance superintendent, comments on acquisition cost problem.

* * *

Annual conference of the Association of Superintendents of Insurance of the Canadian Provinces is being held this week at Edmonton, Alta.

Page 3

Important recommendations on credit evil are made at meeting of Canadian Insurance Superintendents.

Connecticut Insurance Day program Sept. 9 during Commissioners' Conven-tion is announced. Page 6

Cross bill filed in the circuit court of Chicago to endeavor to force the Illinois department to approve the reinsurance deal of the Great American Casualty and the Pacific States Life.

Page 37

Company officials aroused over effect reduced rates in central western terriory.

Page 3

Home of New York fleet formulates casualty program with service offices as foundation; plans for Southern Surety and Home Indemnity.

Page 35

Threat of governmental meddling in eaction period following depression ointed out to Minnesota agents by tenry Swift Ives. Page 35

Walter B. Erfert, Freeport, Ill., well known field man of Crum & Forster, will be toastmaster at the annual ban-quet at the grand nest of the Blue Goose. Page 8

Hobbs Wins in Primaries

Charles F. Hobbs, insurance commissioner of Kansas, won the Republican nomination by a plurality of 42,092 over two opponents. J. F. Farley of Wichita won the Democratic nomination with

hands down. Mr. Hobbs did not quite get a jority of the votes cast. He had a hard fight in some localities where opposition to the fire insurance rate settlement was developed as a political issue and in one or two other counties where there was opposition from insurance men who were fighting the commissioner because he would not let them handle company funds at their own will.

Wants Earned Income Plan Adopted for General Agents

STEBBINS STARTS CAMPAIGN

President American Association Desires Uniformity in Connection with Income Tax Returns

A campaign to procure for general agents the right to enter their income in the "earned income" column of the federal income tax return has been started by Herbert Cobb Stebbins, president American Association of Insurance General Agents. Mr. Stebbins has contemplated this campaign for several months, believing it will be useful in belong to get companies. in helping to get companies, company organizations, and state departments to adopt the definition of a general agent as exclusively an administrative officer not engaged in direct production.

Tax Decision is Recited

In a communication to members of the general agents' association Mr. Stebbins recites the decision of the United States Board of Tax Appeals rendered on April 8, 1930, in the case of Fred C. Sanborn.
"An insurance agent's contract with his company allowed him all commissions on policies written in territory assigned him but required him to organize such territory, employ, train and su-

signed him but required him to organize such territory, employ, train and supervise all subagents therein, whose commissions were paid by him, all of which did," the decision declares in part. "His net commissions were in each taxable year in excess of \$20,000. Held, petitioner was entitled to claims in each taxable year \$20,000 as earned to response for extraction extricts. net income for personal service actually rendered."

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C.O.D. Basis Is Canadian Goal

Provincial Superintendents Get Plan for Exterminating Credit Evil

DUGAL, HEATH IN REPORT

Recommend Creation of Committee to Present Definite Legislative Program Next Year

Creation of a committee to draft legislation which would require the insurance business to be conducted as nearly as possible on a C. O. D. basis was recommended to the Association of Superintendents of Insurance of the Provinces of Canada at the annual conference in Edmonton, Alta. The recommendation was made by B. A. Dugal, Quebec, and Charles Heath, Manitoba, who presented a report on "The Credit Evil and Free Insurance."

According to the recommendation a committee would be appointed to consult with insurers and propose a solution within six months so that a definite legislative recommendation might be presented to the 1931 conference.

Messrs. Dugal and Heath reported that the credit evil has not been corrected and that insurance interests are

that the credit evil has not been cor-rected and that insurance interests are not disposed or are incapable of cor-recting it. They attribute in large part the bad debts of insurance companies to extended credit arrangement on the part of insurers in dealing with agents and brokers. To eliminate this condi-tion it was suggested that all authorized tion it was suggested that all authorized agents and brokers be bonded with a fidelity company for a minimum amount of \$1,000 before the department of in-surance issues a license to the agent or

Report to Bonding Company

Moreover it was proposed that all insurers report to the bonding company and claim for all premiums over 60 days

and claim for all premiums over 60 days past due, less commission, except for contracts of suretyship.

Another suggestion was that the Ontario insurance act be amended to include the statement: "All licensed agents and brokers shall deposit all premiums collected, less commission, in trust to the credit of the insurer in a chartered bank or trust company in chartered bank or trust company in Canada, within the next judicial or busi-ness day after such premium has been collected from the insured."
Again Messrs. Dugal and Heath sug-

gest that insurers be restricted in the practice of advancing agents' or brok-ers' commissions before the premiums are collected.

Indorses Specific System

system employed by a certain general agency served by a number of local agents as well as writing much direct business was indorsed by Heath and Dugal. This general agency, they reported, concluded several years ago that the ever increasing granting of credit, to meet competition, would eventually end in bankruptcy unless drastic reforms were inaugurated and developed a system with the result, according to the report, that losses have long since been reduced to a minimum. The system adopted by this general agency with its agents in-cludes: invoice accompanying policies cludes: invoice accompanying policies and renewals sent to sub-agents and brokers; statement sent to sub-agents and brokers after the close of a calendar month; statement sent to sub-agents and brokers after the policies have been the following are recent entries in the inter-chamber fire waste contest conducted by the National Fire Waste Countered with the National Fire Waste Countered with the insurance of the Chamber of Commerce of the United States: Bellefontaine, Ohio; Canadian, Texas.

Orchard Cover Excites Wide Interest in Country

WINCHESTER, VA., Aug. 27.— Insuring of apple orchards against fire damage during severe drought, which has been prevailing over a large por-tion of the United States this summer, is an experiment in insurance which is exciting interest among American un-derwriters. It has remained for the Virginia Fire & Marine to put the ex-periment into effect on Virginia orperiment into effect on Virginia or-chards, primarily from patriotic motives.

Many Inquiries Received

Since it became known that the Virginia F. & M. has written coverage on apple orchards in the drought-stricken apple orchards in the grought-stricken section of Virginia against fire, it has received many inquiries. A New York broker even wanted to know if it was willing to insure an orchard in Porto Rico. It is not entered in Porto Rico but even if it were it is unlikely that it would have been interested.

B. C. Lewis, Jr., vice-president, ex-plains that it is not altogether a new venture in underwriting. For years, the Southeastern Underwriters Association Southeastern Underwriters Association has provided rates for such coverages and it has been written on peach and and it has been written on peach and other orchards as well as apples. So far, the Virginia F. & M. had written two orchards in the valley of Virginia and one near Charleston, W. Va., the total amount of coverage ranging from \$125,000 to \$150,000.

Details of Cover Given

The insurance is written for three months at a rate of \$1.50 and provides months at a rate of \$1.50 and provides for full 100 percent coinsurance. The company does not insure orchards in mountains surrounded by timber land and brush, nor in other unfavorable locations. They must be located so that there would be a fairly reasonable chance of fire being put out before a total loss resulted. In one of the orchards insured by his company, Mr. Lewis pointed out, there is a 37,000-gallon tank that would supply water for fire-fighting purposes.

fire-fighting purposes.

The company is also disposed to ac-

giving the sub-agents and brokers until the third of the next calendar month to make a final settlement, at which time

the agency cancels the policy by regis-tered mail as general agents of the in-surer, if payment has not been made.

The committee reports that a some-what similar system is used in dealing

direct with the insurance public. A uni-form law modeled after this system, the

committee believes, would be helpful in

abolishing the credit evil.

In order to adjust the differences be

tween the schedule of classification of fire insurance risks published by the Dominion department and by the various

provinces, a recommendation was made to the Association that a special commit-

tee be named to confer with the insur-

ance department at Ottawa for the pur-pose of securing a uniform classification system in Canada. The committee sub-

mitting this recommendation was com-posed of H. Brace, Alberta, and A. E.

Fisher, Saskatchewan.

cept business of this type only where there is a sufficient volume to afford a satisfactory average on unprotected property. Mr. Lewis does not regard the hazard as any greater than, and possibly not even so great, as that on some other kinds of risks which companies are writing today.

Winchester Agency Active

When fire recently destroyed a number of apple trees in Berkeley county, W. Va., a Winchester apple grower approached Hansbrough & Carter, Winchester, W. Va., local agent, and asked for insurance protection. Clifford D. Grim of the agency went to New York and interviewed several insurance execu-

and interviewed several insurance executives but received scant encouragement. Mr. Grim took the matter up with Frederick E. Nolting, president of the Virginia F. & M., who realized the extreme hazard and large amounts involved, but felt a Virginia company should take care of Virginia problems. Issuance of policies to cover orchard properties was accordingly authorized.

Fire Protection Required

The company requires the owner or manager to cooperate to the fullest extent possible in preventing fires. Fire patrols have to be organized, and it is necessary to establish water stations on farms and orchards. Owners and employes are required to be constantly on the alert. Smoking is forbidden.

on the alert. Smoking is forbidden. There are other restrictions required by the policies due to the unusual hazard. It was learned that a considerable number of the larger apple growers of morthern Virginia and nearby sections of West Virginia have taken out the policies, some of which are from \$30,000 to \$150,000 points.

policies, some of which are from \$30,000 to \$150,000 apiece.
Several years ago, during a severe drought in California, a similar type of insurance was issued on pecan trees. However, this is the first time in the history of the apple industry that growers have asked for insurance to cover fire risks in orchards.

Plans for Agents' Meeting and Insurance Day Shaping

in force one month from the close of the month of issue, and are unpaid.

Another feature of the system is the sending of a statement to sub-agents and brokers after the premiums have been outstanding more than 45 days, from the close of the month of issue, and sending a statement to sub-agents and brokers after the premiums have been outstanding more than 55 days from the close of the month of issue giving the sub-agents and brokers until KANSAS CITY, MO., Aug. 27.— The annual convention of the Missouri Association of Insurance Agents and the second annual Missouri Insurance Day will be held at Jefferson City Oct. 16-17. The agents' convention will be strictly business this year, addresses by insurance leaders to be given Insurance Day. The business session will start at noon Oct. 16 and it is planned to be

all cleared before the next day.

Insurance Day was inaugurated last year for the first time in Missouri with considerable success. Its appeal is to all classes of insurance underwriters, all classes of insurance underwriters, fire, casualty and life, and a splendid program is to be worked out by officers of the Missouri association early in September. About 250 insurance men from all over the state attended the day last year in the face of bad weather and lack of hotel accommodations. Arrangements have been made to accommodate a much larger group this year and more than 500 are expected to attend.

W. I. B. Meet Next at French Lick, Ind., Oct. 28-30

The semi-annual meeting of the has been Western Insurance Bureau has been scheduled for Oct. 28-30 at French Lick, Ind. Directors of the Bureau in Lick, Ind. session at Chicago selected the time and place last week

Agents Gather in Duluth Meet

Assurance of Attempt to Get New Qualification Law Is Highlight

CLYDE B. SMITH SPEAKS

Minnesota Insurance Men Hold Successful Annual Convention With Large Attendance

NEW OFFICERS ELECTED

President-John P. McGee, St. Paul, re-

elected.
Vice-Presidents—E. M. Erickson, De-troit Lakes; Harry B. Smith, Faribault; E. W. Willard, Manakto; C. D. Brown, Rochester; S. E. Kinsella, St. Cloud; W. R. Costain, Moorhead.

Secretary-Treasurer-P. H. Ware, Minneapolis.

Executive Secretary-Treasurer—W. S. Gilliam, St. Paul.

DULUTH, Aug. 27.-Assurance that a new and more strict agents' qualification law will be presented to the next legislature was the chief result at the annual meeting of the Minnesota Association of Insurance Agents here. The matter was brought to a focus by C. P. Diepenbrock, deputy commissioner, who explained laws of the states, assured agents of the department's willingness to confer on the subject but made no suggestions as to just what act the commissioner favored.

act the commissioner favored.

Mr. Diepenbrock advised the agents immediately to start lobbying for an agent's qualification law if the agents are ambitious to obtain this legislation in the 1931 legislature. He suggested that the bill might be drafted in the form of an amendment to the present Minnesota law on qualification of agents.

Mr. Diepenbrock pointed out that the present law requires that agents and

present law requires that agents and solicitors be competent, possess good character, apply for a license in good character, apply for a license in good faith, application must not be sought merely for the purpose of getting the commission on the applicant's own life or property, that they must meet their financial obligations as insurance agents, that they must not misrepresent a policy contract or standing of any company, they must not deceive or defraud in any insurance transaction, lapsation or twist policies must not violate any insurance law or order of the commissioner.

"It appears to be the opinion of many "It appears to be the opinion of many agents," he said, "that some effort should be made to eliminate the part-time agent. It impresses me that this will be very difficult to accomplish, especially in the smaller communities."

Continue Agents' Committee

As a result of Mr. Diepenbrock's speech, a committee on an agents' qualification bill was continued with authority to cooperate with the state department in drafting the measure. General sentiment favors the Oregon law, which in effect limits agency representation of a company in each municipality to two. The committee consists of Charles F. Liscomb, Duluth; P. H. Ware, Minneapolis, and President John P. McGee, Paul.

Approximately 175 agents, nearly 40 percent of the membership, registered, and total attendance was over 200. E. B. Dunning, president Duluth chamber of commerce and former association president, welcomed visitors, paying special attention to a number of special and state agents present and ex-(CONTINUED ON PAGE 13)



The intelligent insurance buyer of the future will not be interested in buying contracts of insurance. He will want the services of a competent advisor who can protect him against the insurable hazards of his business. The order taker won't do, nor will the high-pressure salesman who loads on all a client will pay for.

handwriting on the wall: Sell an advisory serv-

ice and not insurance policies.

Camden Campaigns, the advertising we do for our agents, were written in the light of this new day in insurance salesmanship. They sell not Camden policies nor Camden's service to assureds, but that ability to advise clients competently that Camden agents have. Of necessity Camden Campaigns help you to write all lines, not just those that Camden writes.

Samples of Camden Campaigns will be sent on request.

A personal helpful agency company with traditions of age and fair dealing.



AD1841

CAMDEN FI INSURANCE ASSOCIATION

Camden, New Jersey

Complete Elaborate Plan for Connecticut Meeting

HARTFORD, Aug. 27.—The program for Connecticut Insurance Day, Sept. 9, to be held while the National Convention of Insurance Commissioners is also in session here, includes a wide variety of subjects of interest to life, fire, casualty and surety companies and agents. The program has been arranged to make a "model" insuranceday meeting.
Attendance of over 1,000 representa-

Attendance of over 1,000 representa-tives of executive and administrative staffs of Connecticut companies is ex-pected. It also is anticipated that there will be a general attendance on the part of the public.

Speakers in Morning

The conference will convene in the Treveler's auditorium at 10.30 a. m. and after a reception will be called to order at 11 o'clock by James L. Case, Norwich general agent. Three speakers at the forenoon session will be James P. Wyper, president National Board; James Wyper, president National Board; James A. Beha, general manager National Bu-reau of Casualty & Surety Under-writers, and John Marshall Holcombe, manager Life Insurance Sales Research

Bureau.

The general subject of the three talks will be "Present-Day Trends," Mr. Wyper discussing the topic from the standpoint of fire insurance, Mr. Beha from the casualty angle, and Mr. Holcombe from that of life insurance.

Following a discussion period which

Following a discussion period which will allow agents to comment on the talks, there will be three addresses on the general subject of "Meeting the Issue." Roger B. Hull, managing director National Association of Life Underwriters, will be the first speaker on the subject "The Agents." The speaker from the standpoint of the companies is yet to be announced, while William H. Fortune, vice-president National Shawmut Bank, Boston, will discuss the subject from the public viewpoint.

A luncheon is to be served in the Hartford Club. The committee has invited delegates and guests to the commissioners' meeting in the afternoon.

In the afternoon at 3 o'clock a meet-

In the afternoon at 3 o'clock a meet- B. Whittelsey.

ing of fire, casualty and surety agents will be held in the auditorium, in charge of Frank W. Brodie, president Connecticut Association of Insurance Agents, and at the same time a meeting of life agents will be held in the auditorium of the Phoenix Mutual Life. Among speakers at the two sessions in addition to Mr. Brodie will be Clyde B. Smith, president National Association of Insurance Agents; Thomas B. Donaldson, former Pennsylvania commissioner, and Fred Burns, president Excelsior Fire, Syracuse, N. Y. Sessions will be open to delegates and guests of the commissioners' convention.

The annual banquet will be held at 7 o'clock with Mr. Case presiding. Speakers will include Col. Howard P. Dunham, Connecticut commissioner; Judge Chester B. Jordan, Keene, N. H., and Strickland Gilliland, lecturer and humorist. Entertainment will follow.

Committee on Arrangements

Committee on Arrangements

Members of the committee in charge of arrangements in addition to Mr. Case, chairman, are: Vice-chairmen, Donald G. North, New Haven, and George L. Hunt, Hartford; secretary-treasurer, Thomas D. Faulkner, Hartford; representing casualty companies—James D. Kearney, William L. Mooney and H. Pierson Hammond, all of Hartford; representing fire companies—James Wyper, Hartford Victor Roth, New Haven, and Walter F. Lester, New London; representing life companies—M. C. Terrill, John M. Laird and William Dallas, all of Hartford; representing Connecticut Field day—J. Guy Richardson, Gordon L. Brown and Oscar Holland, all of Hartford; representing Connecticut Life Underwriters Association—Orin Spencer and Theodore Philips of Bridgeport; representing Connecticut Association of Insurance Agents—Frank Brodie, Waterbury; Fred H. Williams, Hartford, and Charlotte Rice, New Haven; representing Connecticut chamber of commerce—Executive Vice-president Harry E. Hasty; representing Hartford chamber of commerce, Executive Vice-president Charles B. Whittelsey.

INSURANCE STOCK QUOTATIONS

By H. W. Co	rneli	us &	Co., 1	05 Sou	th La Salle St., Cl	ieng	o, as c	of Aug	. 25
20, 22, 11, 2				Div.	1	-			Div.
				per					per
Stock	Par	Bid .	Asked	Share	Stock	Par	Bid .	Asked	Share
Aetna Cas. & S	10	130	135	1.60	Ins. Co. of N. A.	10	65	66	2.00
Aetna Fire	10	60	62	2.00	Knickerbocker	5	24	28	1.50
Aetna Life	10	80	83	1.20	Lincoln, N. Y	10	27	32	2.40
Agricultural	25	108	115	4.00	Merchants, Com.	10	78	82	
Allemannia	10	150		12.50	Merchants, Pfd	100	110		7.00
Amer. Alliance	10	28	30	1.60	Merch. & Mfrs	5	16	19	1.00
Amer. Equitable.	5	17	19	1.20	Metropolitan, Ill.	10	8	11	1.00
American	5	19	201/2		National Cas	10	22	24	1.20
Amer. Reserve	10	47	51	4.00	National, Conn	10	69	71	2.00
Amer. Surety	25	112	116	6.00	National Liberty	5	10	11	.50
Automobile	10	36	39	1.20	National Union	100	230	240	12.00
Balto. American.	5	15	16	.80	National Surety.	50	80	81	5.00
Boston	100	640	660	16.00	New Century Cas.	50	75		6.00
Brooklyn	5	17	20	1.20	New Hampshire.	10	54	57	1.60
Carolina	10	27	30	1.50	New York Fire	5	16	18	1.20
Central West Cas.	50	50	57	2.00	Northern, N. Y	25	89	96	4.00
City of N. Y	100	510	540	16.00	North River	10	52	55	2.00
Constitu. Indem.	10	7	9	.50	N. W. National	25	105	120	•5.00
Continental Cas.	10	39	40	1.60	Occidental	10	21	23	
Continental cas.	10	56	57	2.40	Philadel. Natl	10	15	18	1.20
Detroit Fid. & S.	50	30	40	4.00	Phoenix, Conn	10	84	86	2.00
Detroit Natl	25	24	30	1.25	Preferred Acci	20	58	60	3.00
Federal, N. J	10	62	67	2.00	Prov. Wash	10	6.2	63	2.20
	50		170	9.00	Reliance	10	143/		
Fidelity & Dep		166			Republic	10	20	24	2.00
Fidelity-Phenix	10	66 26	68 28	2.60	Rhode Island	10	27	30	1.20
Fire Association.	10	94	97	1.60 5.00	Rossia	10	30	31	2.20
Fireman's Fund.	25				Security, Conn	10	34	38	1.40
Firemen's	10	33	35	2.20	Springfield	25	130	134	4.50
Franklin	5	30	34	3 00	St. Paul F. & M.	25	184	192	*5.00
Glens Falls	10	53	55	1.60	Stuyvesant	25	52	60	2.00
Globe & Rutgers	100	940	960	24.00	Travelers	100	1320	1340	24.00
Great Am. Indem.	10	28	32		U. S. Casualty	25	63	68	4.00
Great American.	10	30	32	1.60			51	54	2.50
Hanover	10	42	43	1.60	Westchester	10	31	9.4	4.00
Harmonia	10	26	28	1.50	a Eludana dinidana	mat.	3		
Hartford Fire	10	73	75	2.00	*Extra divident	par	u.		
Htfd. St. Boiler.	10	65	68	1.60					
Home, N. Y	10	41	43	2.00	Secretary Olaf	Nore	ieng o	f the	Auto-
Home Fire Sec	10	181/			mobile of Hartfo	rd w	as in	Chicag	o this
Homestead	10	191/	21 1/4	1.00	week en route h				
Independ. Indem.	5	9	11		vacation in Wis			e is	
Independ. Fire	5	7	9		automobile trip.				



"Mark, where she stands!" challenged Cardinal Richelieu when the agents of Louis XIII attempted to arrest his pretty ward, Julie de Mortemar. "Around her form, I draw the awful circle of our solemn church!"

Terror-stricken by the circle of protection, the King's men retreated in confusion.

Today, the modern circle of protection—insurance covering Fire, Theft, Collision, Property Damage, and Public Liability—is provided motorists. Agents of the Fireman's Fund fleet sell automobile policies with implicit faith in the backing of one of the nation's strongest insurance institutions.

FIREMAN'S FUND INSURANCE COMPANY

... and affiliated companies:

HOME FIRE & MARINE INSURANCE COMPANY, OCCIDENTAL INSURANCE COMPANY and on the Pacific Coast the OCCIDENTAL INDEMNITY COMPANY

Fire-Marine-Automobile

SAN FRANCISCO

NEW YORK

CHICAGO

BOSTON .

ATLANTA



SAINT SIMONS ISLAND Georgia

ONE of the six "Golden Isles of Quale" fringing the coast of Georgia, Saint Simons has for nearly four centuries been crowded with history and romance. Visited by Portuguese explorers early in the sixteenth century, it was settled by the Spanish in 1566, and held by them until routed by General Oglethorpe at Bloody Marsh in 1742. The result of this battle was the deciding factor in our now being an English-speaking nation. ... On the banks of the Frederica River are the remains of what was once the greatest British fortification in North America. Nearby is the old Christ Church, and the historic live oak under which John Wesley, founder of the Methodist Episcopal Church, first preached in the open. Here it was that Aaron Burr secluded himself while a fugitive from arrest: the live oak timber of which "Old Ironsides" was constructed was cut on this island. The unsurpassable beauty of Saint Simons has recently been "rediscovered": its palms and moss-hung oaks provide the inspiration for Maxfield Parrish's widelyknown sunset vistas, and thousands are finding peace and quiet in the beautiful, old-world surroundings at "The Cloister".

The DIXIE

FIRE INSURANCE COMPANY

Greensboro, N. C.
Organized 1906
Surplus to Policyholders \$1,232,970.54
ONE OF THE AMERICAN GROUP

Hail Storm Wreaks Havoc with Connecticut Premiums

TWO MUTUALS CHECK LOSSES

Large Acreages of Fine Wrapper Tobacco Bombarded in Third Disaster of Season

HARTFORD, Aug. 27.—Officials of the Connecticut Valley Mutual Hail and the Hartford County Tobacco Growers' Mutual Hail, the latter an organization formed this year, are still engaged in compiling losses sustained in last week's disastrous storm which swept the upper Connecticut valley, causing loss to tobacco growers estimated at close to \$1,000,000. This was the third hail storm of the season, about \$800,000 loss having resulted from storms early in the month.

Heavy Loss Is Sustained

Thousands of acres of cigar wrapper tobacco are grown in the Connecticut valley, ranging from central Massachusetts southward through the fertile plains of Hartford county. The storm Aug. 16 was entirely unexpected, developing in Massachusetts and sweeping southward into Connecticut. Hail as large as marbles swept over a wide area on both sides of the Connecticut river and shredded thousands of acres of fine leaf tobacco.

leaf tobacco.

Many growers who had counted on this year's crop to recoup losses caused by a terrific hail storm Aug. 1, 1929, were practically ruined. State, county and farm bureau officials held a meeting here this week with the hope of bringing some relief to distraught tobaccomen. The amount of hail insurance in effect is not nearly sufficient to cover losses and many carried no coverage at all.

Mutual Men Comment

President Joseph W. Alsop of the Connecticut Valley Mutual estimates that approximately 500 acres of tobacco on which the company has insurance was completely or partly destroyed.

that approximately 500 acres of tobacco on which the company has insurance was completely or partly destroyed.

The company has \$200,000 assets, including hail premiums on 1930 tobacco. No losses will be paid until after Oct. 1, Mr. Alsop said. Frank A. Hagarty, treasurer of the Hartford County mutual, said the company has insurance on 4,000 acres, much of which is in the hail ravaged area.

The premium rate was \$25 per acre, giving the company \$100,000 with which to meet losses.

Kansas City Fire & Marine

KANSAS CITY, MO., Aug. 27.— The Kansas City Fire & Marine, organized last year by R. B. Jones & Sons, has issued its semi-annual statement, marking the end of the first year. Officers expressed complete satisfaction with results. The statement shows assets \$1,133,465, capital \$500,000, surplus the same, and surplus earned \$30,273.

Wade K. Wissler

Western Manager G. W. Funk of the Automobile and Standard Fire of Hartford announces the appointment of Wade K. Wissler as state agent for the Nebraska-South Dakota field, succeeding R. H. Baldwin. Mr. Wissler's headquarters will be 202 Barker building, Omaha. He has had both underwriting and special agency experience and is at present connected with the home office of the National American Fire of Omaha.

August has set a record for St. Paul in fire alarms. Up to Aug. 26, 783 calls had been sent in, the majority of them grass fires. For the year so far more than 3,000 alarms have been sent in, the most in any single year in the city's history.

Toastmaster



WALTER B. ERFERT

Walter B. Erfert, Freeport, Ill., will be the toastmaster for the annual banquet of Blue Goose grand nest meeting in Rapid City, S. D. Mr. Erfert is with Crum & Forster. His unusual abilities as a speaker are well known to the insurance men. It is understood that the "bridal suite" has been reserved for him at the Aley Lohnson

"bridal suite" has been reserved at the Alex Johnson.

Tentative plans are being made to have an extra day, or at least an extra half day during the meeting, given over to the business conference. Thursday had been set aside for the business meeting, but plans are going forward to have either the entire day, on Wednesday, or Wednesday afternoon set aside for the business session. This plan would not interfere with the entertainment program.

ment program.

During the business sessions the group life insurance will be discussed, committee reports will be given, and some small changes may be made in the ritual.

Mutual Reinsures Mutual, Found in Shaky Condition

LANSING, MICH., Aug. 27.—Business of the Planters Mutual Fire of Lansing, formerly the Patrons Mutual, has been reinsured by the State Mutual Rodded of Flint. Unfortunate experience, coupled with a handicap of poor condition when management was taken over some time ago by George G. MaDan, Lansing accountant, made the reinsurance plan advisable.

The mutual, when under the Patrons name, was managed by E. H. Holden, former secretary, who was defendant in damage suits following his removal which resulted in a large judgment in favor of the carrier. Since the change in management, Mr. MaDan has been secretary and B. S. Alley of Evart, president, of the Planters Mutual.

Insurance in force at the end of last year totaled \$9.841,714 with net premium receipts \$61,531. The mutual has been operating recently under the general mutual law, although it was originally organized as a local farmers' mutual but spread its business all over the state.

ganized as a local farmers' mutual but spread its business all over the state. The State Mutual Rodded, organized under the county mutual law, is one of the strongest mutuals operating in Michigan territory. It had some \$80,000,000 insurance in force last year with total income more than \$400,000 it reported.

The Central Fire of Maryland has been licensed in Alabama. Arthur G. Miller, of Miller & Wilson, Montgomery, is designated as agent.

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PERIODICAL financial depression has been largely eliminated through the establishment of the Federal Reserve System and the effective mobilization of bank reserves at points of distress.

One of the greatest services rendered to business is the accumulation of insurance reserves for the immediate payment of indemnity when loss occurs. The presence of the Royal Shield on your fire insurance policy is the symbol of "Security First."



Courtesy of Armored Service Corp.



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Security First

COMPANY LTD INSURANCE

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You both gain-

Both you and your client gain when you recommend a Lloyd-Thomas appraisal.

You gain by maintaining your clients good will and confidence which enables you to hold his insurance business. Appraisals show from 70 to 75% of all property under-insured and you also gain when you place the increased insurance on the property.

Your client gains by having a ready appraisal report showing in detail every feature of his business. At times of a loss this is an invaluable aid in making a prompt and equitable settlement.

When you both gain, why not recommend a Lloyd-Thomas appraisal?

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Automobile Insurance—Full Coverage—All in One Policy Plate Glass and General Liability Insurance Assets Over 11/3 Million-Surplus to Policyholders \$600,000

nts wanted in Alabams, Arkansas, California, Florida, Georgia, Illinois, iana, Iowa, Kansas, Kentucky, Michigan, Missouri, Ohie, Oklahoma, gon, Tennessee, Texas and Washington.

Dr. Huebner Talks at Meet of Mutual Organizations

CONDEMNS SELF INSURANCE

Educator and Economist Speaks at Los Angeles Joint Session of Carriers' Groups

Dr. S. S. Huebner, professor of insur-ance, Wharton School of Finance & Commerce, Pittsburgh, and noted economist, was the principal speaker at a joint session of the National Association of Mutual Insurance Companies and the or Mutual Insurance Companies and the Federation of Mutual Fire Insurance Companies in Los Angeles. He stated that insurance is an integral part of economics, just as are production, exchange, distribution and consumption, and should be regarded as a fifth divi-sion of the science of economics. He emphasized that it does not belong es-sentially to any one of the four major divisions of economics, its mission being distinct, risk bearing and risk elimination.

Condemns Self Insurance

There are three outstanding functions of all forms of insurance, he said, indemnity, prevention of loss and distri-bution of cost of risk-bearing equitably over the business community. Dr. Huebner condemned self-insurance, asserting that it can rarely be recommended on the basis of sound insurance principles. principles

Altogether too frequently, Dr. Huebner continued, private owners and municipalities incur an extraordinary gamble when they undertake to carry their own risks, even though they endeavor to emulate the scientific methods of insurance companies.

Distinguished Speakers

President Burton S. Flagg of the na-President Burton S. Flagg of the national organization presided. Other speakers at the morning session included Governor Young, who discussed the program of California for safeguarding its resources against forest fires and lack of water. This was followed by a brief address by Will C. Wood, superintendent of banks. At the afternoon session Dr. V. N. Valgren, senior agricultural economist of the Department of Agriculture, Washington, spoke on the "Adaptation of Farm Insurance to the Needs of the Farmer." He was followed by E. J. Brookhart, secretary of the National Mutual of Celina, O., who discussed "Financial Responsibility Laws." discussed Laws."

Officers Are Elected

Delegates to the convention of the National Association of Mutual Insurance Companies elected S. B. Mason of Bloomington, Ill., president, to succeed Burton S. Flagg, Andover, Mass. Mr. Mason has been vice-president.

James S. Kemper of Chicago was chosen vice-president for the ensuing year, and Harry Harrison of Worcester, Mass. O. E. Hurst, Lexington, Ky.; Justin Peters, Philadelphia, and George W. Miller, Bucyrus, O., were named directors.

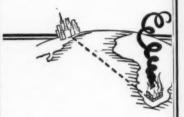
Soap Factory Golf

Soap Factory Golf

The first splash of the Indianapolis Green Duck Golfing Association was held Sunday, at the Martinsville Country Club. It is made up of various Indianapolis insurance people and the first meet was sponsored by Gregory & Appel of Indianapolis. Nine holes of regular golf was played first and then nine holes of "Soap Factory." D. Bellinger, of Gregory & Appel, won the latter with a score of 127. Kenneth Dunkin of the Niagara won the regular golf match. lar golf match.

Frank M. Hanna, prominent local agent of St. Joseph, Mo., is at Roches-ter, Minn., at the Mayo Brothers hos-pital. He was taken ill about a

A fire loss in South Africa - settlement negotiations completed at home.



NE of the many advantages of an American foreign insurance policy is the speed with which settlement negotiations, in case of loss, are completed.

To your clients with holdings in the foreign field, accustomed to the efficiency and convenience of American insurance methods, convenience both in placing insurance and expediting settlements is of prime importance.

Years of development of A. I. U. foreign facilities has finally resulted in the organization of an efficient and welltrained staff of representatives extending throughout practically every country into which American foreign trade has penetrated.

This world-wide staff is placed at the service of both you and your clients. Why not allow the A. I. U. services to relieve you of the long distance negotiations which have been customarily handled by you in placing foreign insurance?

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80 WILLIAM ST. NEW YORK

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AS SEEN FROM CHICAGO

Bernard F. Rogers, Jr., member of Klee, Rogers, Loeb & Wolf, announces this week that he is severing his conthis week that he is severing his connection and selling his interest to the firm in order to open his own office as a Class 4 broker in order to be able to give more time to his personal production. This will end an association of some 12 years, of which five have been as a partner. Mr. Rogers' father has been associated with Mr. Klee about 28 years and will remain. The son also intends to continue placing his business through the agency.

intends to continue placing his business through the agency.
His office will be opened Sept. 1 on the seventh floor of the Mather tower, 75 East Wacker drive. Mr. Rogers in addition to conducting a general line business, also will be associated with the well known real estate office of Sudler & Co. He has taken an active part in Chicago real estate constraints for some Co. He has taken an active part in Chicago real estate operations for some time. Mr. Rogers was graduated from Sheffield Scientific School of Yale in 1915. He was a member of the crew of the boat "Speejacks" which sailed around the world on an adventuring trip shortly afterward.

In the Klee, Rogers office he has de-voted most of his efforts to developing voted most of his efforts to developing personal business, but he installed a life department there four years ago, taking the general agency of the Travelers, and this has been highly successful under his supervision since. A good part of his production is life insurance.

* * * *

FIRE LOSSES INCREASED

The Chicago and Cook county service department of an important fleet has completed a checkup of its loss record in Chicago and Cook county this year to discover that the losses for June, July and the first two weeks in August were 300 percent greater than for the same period last year. Some of the increase is blamed on the

forces of the increase is blaned on the drought. Fires in dwellings, especially in the suburbs and country towns, which if they had been subjected to normal precipitation, would have been checked before gaining serious headway, this year have frequently caused total

losses.

The Cook county manager of this company, however, discerns appearance of the moral hazard in this high loss record. The district bounded roughly by 22nd street, Cicero avenue, Van Buren street and Michigan avenue has produced exceptionally heavy losses. Agents have been warned against the indiscriminate writing in this district, but because of the pressure of brokers and sub-agents, there has not been adequate underwriting at the source.

* * *

OFFICIAL TRAIN TO TORONTO

OFFICIAL TRAIN TO TORONTO

The official train of the Western Underwriters Association to be taken to the semi-annual meeting at King Edward hotel, Toronto, Sept. 16-17, will leave Chicago at 6:30 p. m., Sept. 13 over the Grand Trunk and Canadian National system.

GRIFFITHS VISITS CHICAGO

J. C. Griffiths of San Francisco, Pacific Coast manager of the Commercial Union fleet, who has been visiting at the head office in New York, was in Chicago this week mingling with old friends enroute home.

INSURANCE STOCK COMMENT

Commenting on the insurance stock market situation, Howard W. Cornelius of H. W. Cornelius & Co. of Chicago says: "The market on insurance stocks the past week was very mixed with a slightly lower tendency throughout the list with but few exceptions. There was no important news of any kind announced to cause any decided trend either way other than the market

sort of drifted in sympathy with the listed market which was unsettled.

There were however, a few bright rhere were nowever, a sew bright spots such as the following: Travelers advanced 20 points to a bid of 1320, Continental Casualty was up 3 points with a bid of 39, National Casualty up 2½ points to 22 bid, St. Paul Fire & Marine up 4 points to 184 bid.

President Neal Bassett and Vice-President Wells T. Bassett of the Firemen's of Newark are at the western department in Chicago this week.

E. T. Cnirns, vice-president of the Fireman's Fund, is in Chicago this week visiting the western department. He has been east and is now on his way home.

VIEWED FROM NEW YORK

TAKES LONG AIR TRIP

George A. Moszkovski, vice-president American International Underwriters, has returned from a two months' trip which took him through the whole of Mexico, Central America, the northern part of South America and through the

West Indies.

Mr. Moszkovski is one of the first insurance executives to make full use during his trip of the air traveling facilities of the Pan-American Airways. This system enabled him to cover 16,000 miles (70 percent of which was done in the

air) in a little over 340 hours.

Mr. Moszkovski found conditions in the Central American countries and the

count of the drop in sugar and coffee prices on the export of which practically

all of these countries depend.

The trip was made in line with the program of extension of the American International Underwriters into foreign fields and the organization of offices and agencies there.

PRESENTATION TO CONWAY

Judge Albert Conway, who recently retired as superintendent of insurance of New York, was presented an ivory and gold gavel at a luncheon given in his honor Tuesday by the Insurance Brokers Association of New York. In accepting the gavel, Judge Conway mentioned the friendly relations which had

IT PAYS TO LOOK INTO THE FUTURE

In these days of intense competition a company writing all the varied fire and marine lines is a necessity. The successful agent capitalizes on the so-called side-lines using them as an entering wedge for new business and holding old business.

On the other hand the local agent whose premium income is dependent on one line is at a disadvantage in case of business depression while the multiple-line insurance agent will not feel it as much. His business is diversified.

Since no agent can be a specialist in these many side-lines the wise agent selects a company eager to render competent assistance in selling these various covers. To this end we publish THE ACCELERATOR. Each issue is filled with clear explanations of our various policies, specific selling ideas, window displays, newspaper advertising and directby-mail. Write to our Advertising Department for a sample copy.



BOSTON INSURANCE COMPANY INSURANCE COMPA

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THE COINSURANCE CLAUSE EXPLAINED

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Just the facts you need to know about the coinsurance clause sent on receipt of your request

THE CONNECTICUT FIRE INSURANCE HARTFORD, CONN. COMPANY,

existed between the Brokers association and himself. He remarked that they had in common the fact that the broker and the insurance department both represent—the public. The luncheon took place at the Montauk Club in Brooklyn. In addition to members of the Brokers association the attendance included departs. Francis P. Ward uty Superintendents Francis P. Ward and Samuel D. MacPeak of the insurance department.

* * * BURKE RETURNS FROM EUROPE

Frank E. Burke, vice-president of the Home Fire, is expected in New York on the Bremen Sept. 4. He and Mrs. Burke have been traveling for a month on the continent.

NEW YORK CITY LOSSES

Fire losses in New York City during July amounted to \$640,127 as compared with \$1,606,369 in July last year. The fire loss ratio for the first seven months shows a decrease of 18.59 percent. The total for the six months was \$6,773,877. The losses handled by the loss committee of the New York Board constitute about 55 percent of the entire fire losses. Therefore, the fire losses in the losses. Therefore, the fire losses in the New York City area for the seven months are estimated at \$15,128,260. The fire losses in the New Jersey shore area for the same period amounted to \$1,877,502.

NEW YORK BOARD ASSESSMENT

The New York Board voted an assessment of \$1.20 per \$100 of premiums for the last half of 1930 for expenses of the fire patrol. This compares with an assessment of \$1.10 for the same period last year. The premiums reported in Manhattan and the Bronx for the first six months were \$16,055,000 as compared with \$1.9.243 232 last year, thus showing with \$18,243,338 last year, thus showing a decrease of 12 percent. Assessment of \$1.70 per \$100 was levied in the entire board's territory for the general expenses for the six months ending Jan. 1, 1931. Last year the assessment was 80 cents. The volume of premiums reported for general expense and assessments was \$22,778,230 as compared with \$26,068,901 for the first half of 1929, a decrease of \$3,290,671.

GOLF SEPT. 25

The New York City Blue Goose will hold a golf tournament at Crestmont, West Orange Sept. 25. A handsome cup will be awarded to the winner of the tournament.

CERTIFICATES AWARDED

The American Insurance Institute has announced those to whom certificates were awarded who pursued the course and passed the examination. In the fire branch the following achieved special honor: A. W. Benson, Pawtucket Mu-tual; F. W. Best, West Virginia Fire Underwriters Association, Charleston; Underwriters Association, Charleston; Ainsworth Blogg, Northwestern Mutual Fire of Seattle; E. E. Braisted, Rockford, Ill., American; L. I. Brislawn of Seattle, Northwestern Mutual; Marguerite E. Bouttell, Winnipeg, Canadian Pool Agencies; J. S. Burgoon, Security of New Haven, Rockford, Ill.; H. P. Cobill. Cast American. Cahill, Great American; Morrison Campbell, Northwestern Mutual Fire, Manibell, Northwestern Mutual Fire, Manitou Beach, Wash.; P. A. DeGruchy, North British & Mercantile; T. D. England, Ohio Farmers; Arthur J. Etzel, New York Suburban Exchange; L. B. Figgins, Winnipeg; H. D. Heath, Northwestern Mutual at Seattle; C. H. Jacobs, New Haven, Conn.; O. Jacobsen, Northwestern Mutual of Seattle; R. D. Johnstone, Osler, Hammond & Nanton, Winnipeg; John Kich, Scarsdale Agency. stone, Osler, Hammond & Nanton, Winnipeg; John Kich, Scarsdale Agency, Scarsdale, N. Y.; M. M. Lewis, Rockford, Ill., American of Newark; J. T. V. May. Ryan Agency, Winnipeg; John McDowell, Commercial Union Winnipeg; George H. Morley, Western Canada Insurance Underwriters Association, Winnipeg; H. A. Moyer, Northwestern Mutual Fire of Seattle; Van Tillman Norton, Ohio Farmers, O.; H. E. Nelson, Northwestern Mutual Fire of Seattle; R. C. Oliver, Fireman's Fund and W. H. Oxford, Fireman's Fund at

Atlanta; P. H. Plant, Fire Association, Atlanta; G. W. Reed, Osler, Hammond & Nanton, Winnipeg; C. C. Reichert, Northwestern Mutual Fire of Seattle; Harry Robertson, Osler, Hammond & Nanton, Winnipeg; J. M. Schroeder, North British & Mercantile; F. A. Schwab, Norwich Union, San Francisco; H. A. Seabrook, Osler, Hammond & Nanton at Winnipeg; R. P. Simpson, Ryan Agency, Winnipeg; W. V. Simpson, Pilot Fire, Greensboro, N. C.; R. G. Stenlund, Security of New Haven, Rockford; J. A. Sullivan, Northwestern Mutual at Seattle; R. W. Swenson, American, Rockford; Esther W. Temple, Allan, Killam & McKay, Winnipeg; C. S. Thompson, General Accident, Winnipeg; E. L. Tice, American of Newark, Parket R. P. Terrick, P. Sterick, P. P. C. S. Thompson, General Accident, Winnipeg; E. L. Tice, American of Newark, Rockford; R. P. Travis, Florida Inspection & Rating Bureau, West Palm Beach; S. G. Vocke, Boston; P. E. Wertenberger, Ohio Farmers; H. S. West, Martin General Agency, Seattle; Hazel Wetherell, Security of New Haven, Rockford; M. F. Wilcox, Northwestern Mutual Fire; George E. Wurzburg, United Mutual of Boston.

Admit Four New Companies to Underwriters Service

Membership in the Underwriters Service Association has been increased by the addition of four Western Under-

by the addition of four Western Underwriters Association companies, formerly members of the Western Insurance Bureau. The new participants in this special risk syndicate are the American, Boston, Security of New Haven and United States Fire.

Benjamin Richards, manager, points out that this is a radical departure from the policy of the Underwriters Service Association, since there has been little change in membership from the time of of the organization of the association. The only change from the charter membership was in April, 1919, when the Phoenix of Hartford was admitted to membership and in 1920 when on the withdrawal of the Continental and the Fidelity-Phenix, the Glens Falls and the St. Paul were admitted to fill the vacancies.

Increases Facilities

"This change," Mr. Richards declares, "materially increases the facilities of the association both in capacity and in its agency representation. There has been a growing appreciation on the part of the agents of the facilities of the association in helping them handle large and special risks and the returns to the companies have been satisfactory, both as to loss ratio and expense of opera-

"The Underwriters Service Association," its manager adds, "is not organ-ized to meet mutual competition but is strictly an agency service organization, making available to any local agent representing member companies full facilities for handling special risks regardless of their size."

Many Fires at Night

The National Board has made a summary of fires causing losses of \$1,000 or over in 1929 in one city, and finds that a number occurred between midnight and 7 a. m., 11 of which caused property damage of \$149,848. From 7 a. m. to noon, the fires were not so serious. In the afternoon hours from 12 o'clock to the afternoon hours from 12 o'clock to 5 p. m., fires were even less hazardous. The hard work started from 5 p. m. to midnight. An analysis showed that the loss to contents was considerably greater than to buildings. The heavy loss from 5 a. m. to 7 a. m. is due to the fact that fires burn a long time as a rule during those hours before discovery.

After a summer in California, Clift Jones of R. B. Jones & Sons, Kausas City, was home a few days last week and then left Saturday for Montreal on a business and pleasure trip. He will be gone about two weeks and will probably visit Hartford and New York City.

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Agents Gather in Duluth Meet

(CONTINUED FROM PAGE 5)

pressing appreciation for their assistance pressing appreciation for their assistance and friendship. He predicted that congress will be asked to ratify a treaty with Canada for the proposed St. Lawrence waterway to the sea. When this is completed, Minnesota agents could hold their convention on a steamer, leaving Duluth and taking them, if desired, to Liverpool or any other world

Secretary Gilliam Reports

Secretary Gilliam Reports

Secretary W. S. Gilliam presented a combined report for his own office and the executive committee, showing that although the association membership is now below 500, in proportion to population the Minnesota association may now call itself sixth in size. All bills and assessments were paid and a \$47 balance existed Aug. 20.

P. H. Ware, Minneapolis, told of two meetings in Chicago of the conference committee of the National Association of Insurance Agents with company rep-

committee of the National Association of Insurance Agents with company representatives. Mr. Ware said the companies have agreed there will be no more rule changes so far as agents are concerned until proposals are first submitted to the conference committee. He is a member of this body.

Theodore Williams, Mankato, called attention to the continuance of abuse of automobile fleet insurance by some large power and utility companies. He has called the subject to Commissioner

has called the subject to Commissioner Brown's attention. "We should put all the power and force possible behind a the power and force possible benind a movement to stop some of the numerous things that are being done to take pre-mium writing away from the local agents," he said.

Discuss Western Electric Plan

Secretary Gilliam quoted Walter Bennett. National association secretary, regarding the general coverage issued by the Western Electric Company, and said methods used are detrimental to local agents. Apparently all policies and polagents. Apparently all policies and policiey changes are handled through the Western Electric and its local representatives, he said. "There is serious question as to the legality of such proceeding as the local representatives are not licensed insurance agents," Mr. Gilliam said.

liam said. T. R. Weddell of the "Insurance Field" was granted the floor, and ex-plained that the Western Electric has 35,000 employes connected with its Chi-35,000 employes connected with its Chicago department and 1,500 in the east. Insurance certificates are issued to employes with no carrier's name attached, he said, but it is understood the General of Seattle has the insurance. Minesota was the first state to establish a definite rule on auto fleet business. In Illinois no law covers it but the commissioner has issued a warning.

Thompson Cites Cases

R. M. Thompson Cites Cases

R. M. Thompson, Minneapolis, told of a case in which fleet cover was asked by a big Minneapolis concern on employes who use their own autos, and he said that this concern had been offered a special policy. Mr. Thompson said he knew of two other Minneapolis employers which have cover for cars of their men. Misuse of fleet policies was condemned by resolution.

The afternoon of the first day, following a luncheon as guests of the Duluth underwriters, was given over to sched-

underwriters, was given over to sched-uled addresses. The speakers included President Clyde B. Smith of the Na-tional association, J. H. Blackhurst, su-peritendent of agents, St. Paul branch, Aetna Life; Charles W. Ohlsen of Chi-

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cago (who read John F. Stafford's paper); F. R. Crumpton, Superior general agent, and J. F. Reynolds, Minneapolis, manager Minnesota compensation rating bureau.

Entertainment for Ladies

While the convention members were listening to the program, visiting ladies were being entertained under guidance of Mrs. C. F. Colman of the Duluth convention committee. There was an auto tour and at 4 p. m., tea was served at the beautiful summer home of Mrs. R. N. Marble on the North Shore.

R. N. Marble on the North Shore.

The men members of the Duluth convention committee were Charles F. Liscomb, chairman; Ray H. Johnson, and James W. Anderson. Their excellent work was highly praised. A result was a suggestion that Duluth be made the permanent place for the annual meetings.

ings.

The banquet was held the first evening. Dennis F. Donovan, attorney United States Steel Corporation, was speaker and presiding officer. There were a number of vaudeville numbers and dancing later.

Speakers the Second Day

The second day's session was carried out as scheduled with a series of addresses. Henry Swift Ives, counsel, Association of Casualty & Surety Executives, gave an eloquent address on "State Interference With Private Business or Public Relations." Mr. Ives is a native of St. Peter, Minn., and son of the late Lieut. Gov. Gideon S. Ives. Deputy Commissioner Diepenbrock spoke on "Agents' Qualification Laws." George E. Turner, Chicago, president First Reinsurance, Hartford, was scheduled to talk on "Mutual Competition," but was unable to be present.

unable to be present.

The last paper of the afternoon, by Stewart F. Auer of Milwaukee, on "Aviation Insurance," was read by Lieut. Newall Leech, his assistant, as Mr. Auer

was unable to attend.

Just before final adjournment came the reports of committees on resolutions and nominations, the former by R. M. Thompson, Minneapolis, and the latter by R. B. Nienhauser, St. Paul. Both were adopted as presented. were adopted as presented.

Personnel of Committees

The new executive committee consists of—C. F. Liscomb, Duluth, chairman; Frank S. Preston, R. M. Thompson and Frank C. Esterly, Minneapolis; Ben Weed and Henry Adams, St. Paul; Roy Staples, Stillwater. Finance committee—Alex Campbell, Minneapolis; H. H. Matteson, St. Paul; W. T. Westrum, Albert Lea. Legislative committee—J. M. Harrison, chairman, Minneapolis; Robert R. Burns, St. Paul; J. A. Lagerman, St. Paul; H. W. Cheadle, Duluth. The afternoon was spent in a steamer excursion to Fond du Lac and return as guests of Duluth agents and the chamber of commerce. At Fond du Lac, a ball game between special agents and local agents took place. Edward McKenzie was umpire. No one knows just what the score was, as when a local agent made a hit, the rest of the nine ran the bases with him and demanded that all these runs be counted.

Indiana Insurance Directory

The new Indiana Insurance Directory The new Indiana Insurance Directory has come from the press of THE NATIONAL UNDERWRITER. It is the oldest state insurance directory in the west. It was first published in 1891 and has been continuously brought out since and enlarged as the state insurance-wise developed. The book is kept by insurance men as an Indiana reference book as it gives complete insurance information of gives complete insurance information of the state. Due to insistent demands for the state. Due to insistent demands for up-to-date, accurate, annual records, the book now comes out once a year. During the past year 56 companies entered the state, 20 withdrew and four new companies organized. This means a complete change in agency plants of many companies. The book sells for \$7.50 by The NATIONAL UNDERWRITER.



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New York State, George A. Hamilton State Agent, 7 Barclay St., Albany, N. Y.

Eastern Pa., Md. Del. & D. of C. Rubert K. Everdell, State Agent, 130 S. 4th St. Philadelphia, Pa.

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Agents and Their Income

During the last conversation the writer of these observations had with the late John B. Lunger, who was vicepresident of the EQUITABLE LIFE of New York, at a luncheon table, he made some significant, and what seemed to us pertinent remarks regarding agents. Mr. LUNGER in substance said:

"As an executive of a life company I am very much interested in having our agents make sufficient money out of their business so that they will be satisfied and happy. I do not want them to be hard up and always wondering how they are going to make a living. I want them to get to a point where they will have the facilities to write enough insurance so that they will not only make a living but be able to save something out of their compensation. I was interested, therefore, in establishing a health and accident department with the EQUITABLE so that our agents who were not able at the start to make life insurance go successfully could write health and accident insurance until they got their feet well established in the soil. I want to see our agents ambitious and contented. If they have to be burdened with the thought that they may not be able to make a living, they are greatly handicapped." These are constructive views and in our opinion one of the biggest problems before company executives today is this very one that Mr. LUNGER brought out. Discontented agents cannot work up to their highest capacity. Higher commissions will not solve the problem. In fact, we may get to a point where commissions are too high and stock insurance will suffer thereby. There must be a reasonable percentage of commission but the field should be so arranged that the agents can by intelligent effort secure enough business, not only to make a good living but be able to save something out of their an-

simply breeders of side-line and incompetent agents.

In a recent issue one of the thinking executives urged that there be "fewer and better companies and fewer and better agents." That may be the way to greener pastures. We are not gifted with sufficient prophetic insight to say what is the solution. We do feel, however, that there is much justice in the contention that the public is far better served with experienced, well trained and intelligent agents.

Insurance Commissioner LIVINGSTON of Michigan recently stated that 95 percent of the complaints reaching his office were due to incompetent, ignorant and unfit agents. He further said that 85 percent of the business in Michigan is written by 15 percent of the agents. This gives us all something to think about. If agents who are well qualified for their tasks are not pitted in competition against mere commission grabbers and those who "do not know what it is all about," they would be able to secure for their offices a far larger percentage of the premium income. undoubtedly need fewer and better agents. Agents who are active and alert, who are studying their business and the needs of their customers are giving a real service. They deserve to be well compensated. The percentage of their commission, however, may not bring the return desired. Excess commissions breed not only incompetent agents and small fry infesting the field but they cause rebates and other practices that really cut down the net returns that agents should receive.

Many agents are dissatisfied. They feel that they are handicapped by their companies putting into the field incompetent and unfit competitors.

This question of agency good will and income should grip the minds of the most able men in the business. It nual return. Excess commissions are is a vital one, in our opinion.

PERSONAL SIDE OF BUSINESS

John C. Hoffman, one of the chief | examiners in the western department of the Hartford Fire, died Friday morn-ing from the effects of an automobile accident the night before in Chicago. His son, John C. Jr., 7 years old, was killed instantly and the father lingered through the night. They had alighted from a street car and were walking from a street car and were walking across the street with the green traffic light when a high-powered car tore through the red light and did the damage. The police charged the driver with drunkenness. Mr. Hoffman started with the Hartford Fire as a boy and was associated with the company all his business life.

Charles D. Eaton, resident manager in St. Louis for the Springfield, is in the Deaconess hospital recovering from a broken leg. About a year ago Mr. Eaton suffered partial paralysis which impaired one of his legs. In getting out of bed this leg became entangled in the bedclothes and broke at the thigh. Mr. Eaton is reported to be making splendid recovery. splendid recovery.

Charles T. Appleyard, prominent local agent at Springfield, Ill., and for several years secretary of the Springfield Underwriters' Association, died recently after a week's illness from heart disease. He was 55.

William P. Bryant, supervisor of rates in the Boston Board, with which he had been connected for the past 37 years, died of cerebral hemorrhage following a week's illness.

a week's illness.

Mr. Bryant graduated in 1891 from the
Massachusetts Institute of Technology
as a chemical engineer. For some time
he was connected with business houses
as a chemist and for a short time was
employed by the city of Boston. He
became connected with the Boston Board
in July 1892 in July, 1893.

J. L. Van Selous of Three Rivers, J. L. Van Selous of Three Rivers, Mich., well known local agent, believes in keeping in close contact with his policyholders. A short time ago he had an important policy to deliver. Mr. Van Selous finds it desirable, when possible, to deliver policies himself. The assured lived in Bowling Green, O. It meant a trip of 300 miles. The assured was so pleased that he wrote a letter of appreciation to the head office. of appreciation to the head office.

Stuart F. Auer, well known local agent at Milwaukee, has engaged a special train to take Wisconsin newspaper men to Chicago for Wisconsin day, which is Labor Day, in connection with national air races there. Mr. Auer is a great aviation enthusiast.

James F. Warren, age 34, state agent for the Aetna, died at Texarkana, Ark., last Friday following an emergency op-eration and illness of five days.

Eva May Hoyle, daughter of **E. I. Hoyle,** manager of the Bates Adjust-ment Company in Oklahoma City, was recently married to James Mayer.

Charles J. Grant, assistant secretary of Western companies, Ft. Scott, is spending his vacation in Denver.

Henry M. Warfield, who heads the Henry M. Warfield-Roloson Company, Baltimore, and who observed recently his 45th year of connection with the Royal, is one of the oldest agents in point of service on the staff of the New York department of the Royal

york department of the Royal.

Mr. Warfield began as a clerk in the Baltimore department of the Royal in 1885 under his brother, R. Emory Warfield. Maryland, Virginia and West Virginia, at that time, were included in this department which reported direct to Liverpool.

At the consolidation of the Baltimore department with the Philadelphia,

R. Emory Warfield was appointed manager of the Philadelphia office and General Henry M. Warfield succeeded him as manager at Baltimore, in 1896.

The agency was incorporated under its present name in 1923, F. Albert Roloson having been taken in the firm. In 1927 Preston D. Callum became a member of the firm and was appointed

H. Marshall Robertson, United States manager for the General Fire Assur-ance, is visiting the company's agencies on the Pacific Coast.

Frank N. Belgrano, president of the Pacific National Fire, was elected na-tional executive committee man at the recent convention of the American Legion in Sacramento. Mr. Belgrano has taken an active part in Legion affairs for several years.

R. H. Griffith, Pacific Coast vice-president of the Glens Falls, is en route to the home office. He will be in the east for about a month.

M. A. Bott, chief underwriter of the B. F. Dillingham general agency at Honolulu, left this week for his home after spending some time in San Francisco. Mr. Bott reports business in the Islands to be in good condition.

Henry C. Schrader, 92 years old, one of the oldest fire and casualty men in Indiana, died at his home in Fort Wayne, Ind., recently. Death was due to heart disorder. He had been engaged in the fire insurance business in Fort Wayne since 1875. In 1889 he organized the Schrader & Wilson Insurance Agency.

One of the supposedly hardened, impervious, adamantine and unquenchable bachelors in the local agency ranks of Chicago, Charles R. McCabe, Jr., has surrendered unconditionally and shortly will be married. Mr. McCabe's engagement to Mrs. Gertrude Laas of Los Angeles and Chicago was recently announced. Mrs. Laas is a woman of superior charms. "Charlie" McCabe has had a long and successful experience in had a long and successful experience in fire insurance and has an army of friends.

Charles D. Eaton, St. Louis manager for the Springfield Fire & Marine is in the hospital recovering from a fractured hip sustained in a fall at his home last week. His condition is serious.

C. F. Codere, vice-president of the St. Paul Fire & Marine, has returned from a six weeks' tour of Europe. He was accompanied by Mrs. Codere, Gale Perry, also of the St. Paul, and Miss Alice Perry.

Funeral services were held last Friday Funeral services were held last Friday for Herbert D. Jones, 59, special agent in New Jersey for the New York Underwriters, who died suddenly from heart trouble. His residence was in Montclair, N. J. Mr. Jones was born in Manchester, Eng., and had served the New York Underwriters for 20 years. For 13 years he had been special agent in New Jersey. New Jersey.

J. H. Gingles, who has been with the Northwestern National of Milwaukee as special agent in North Dakota for the last five years, has been made branch manager at Denver, effective Sept. 1.

Johnson, Overton & Co., general agents at Birmingham, Ala., announce Page H. Jones has been appointed special agent in the state. He has been with the Southeastern Underwriters for the last three years working in Alabama. Recently he has been zone special agents for north Alabama.

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FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

Agitate for All Cover Policy Expect to Elect Lohmeyer

Ohio Agents Want Single Amount Form to Offset Reduction in Dwelling Rates

CLEVELAND, Aug. 27.—Since last year's reduction in dwelling rates which cut premiums about one-third, both com-panies and agents have suffered greatly. In order to overcome this there has been a movement among agents of Ohio to get the companies to authorize for Ohio get the companies to authorize for Ohio a single amount policy covering not only fire and lightning but full explosion, aircraft, landcraft, wind, smudge, hail and rental damage.

The companies are now covering these additional hazards under separate policies but sales results are poor due to the low premiums on each line. By writing a single amount policy cover-ing the various risks the agents plan to get an amount of insurance on each hazard equal to the amount of fire insur-ance, thus greatly increasing the vol-ume of the other lines as well as spread-ing liability insurance over a larger field. The hope is that such a comprehensive policy could be issued at a comparatively low wholesale rate but at a figure in excess of dwelling rates which existed be-for the 1929 reductions.

The Eastern Underwriters Association already taken action to study the ation. The movement grows out of situation. The movement grows out of a suggestion of the Toledo Board and a modified form of the original suggestion is now being presented to other agents in northern Ohio where it is receiving much favorable comment.

Ohio Pond Splash

The Ohio Blue Goose has taken measures for special drought relief for its members by scheduling a big splash to be held on Sept. 3, at Erlanger.

The regular meeting of the pond and smoker will be held Sept. 2 in Cincinnati. A large flock of goslings will be ready for plucking.

West Virginia Fire Losses

The West Virginia fire loss of July amounted to \$551,775, increase 108 percent over the similar month last year, according to the state fire marshal. There were 161 fires of which 96 were total losses. Of these there were wooden structures 146, brick 9, cement 2, stone 1, iron 1. The state fire marshal's office investigated 18 fires in July. There were 90 dwellings involved and 26

J. T. Robinson Dies

J. T. Robinson, for over forty years a representative of the Ohio Farmers at Gallipolis, Ohio, died at his home on Aug. 22. Funeral services were held on Tuesday. Mr. Robinson once said he Tuesday. Mr. Robinson once said he had "always been in the insurance business." As a youth, he entered his father's agency, though he was not formally appointed until 1889. In 1915, his son Charles was made a member of the agency, at which time Mr. Robinson became a special agent in southeastern Ohio for the Ohio Farmers.

Resume Meetings

The regular meetings of the trustees of the Cleveland Board will be resumed immediately following Labor Day. Other active committees of the board will also commence their meetings after

Ohio Blue Goose Putting Up Strong Canvass for Its Goose Egg Candidate

COLUMBUS, Aug. 27.—The Ohio Blue Goose and a number of members of the order in other states are confident that State Agent Arthur Lohmeyer of the Aetna in Ohio, will be elected grand keeper of the golden goose egg at the forthcoming grand next weeting. at the forthcoming grand nest meeting at Rapid City, S. D. Mr. Lohmeyer is one of the foremost field men of the one of the foremost field men of the Aetna in the country. He served as West Virginia state agent and was connected with the Lohmeyer insurance family of Charleston. He is a man of ability and force. The Ohio Blue Goose has always taken high rank. Fred W. Ransom, assistant western manager of the Providence Washington, while Ohio state agent, went through the various offices and became most loyal grand gander. The Ohio members have received assurances from delegates in all sections of the country that they will support Mr. Lohmeyer.

Becomes Van-Reed & Co.

The name of C. L. Harris & Co., general adjusters, with headquarters at Cleveland, has been changed to Van-Reed & Company. L. W. Van Aken and H. J. Reed, who have been associand H. J. Reed, who have been associated with the company almost since its inception have purchased the interest of C. L. Harris. Mr. Harris retired from the organization in January to accept a position with the New Amsterdam

Casualty.

Both Mr. Van Aken and Mr. Reed are adjusters of many years' experience.
Their office will handle automobile, fire, theft, liability, public liability, fidelity, surety, aircraft, risk surveys and audits. Separate departments under supervision of capable men to handle claims such as, owners, landlords and tenants, burglary,

Protest Withdrawal of Sprinkled Risk Credit

CLEVELAND, Aug. 27.—The agents of Cleveland are sending vigorous protests to their companies regarding the new rule of the Ohio Inspection Bureau which withdraws the credit of 10 per-cent in rate that has been allowed for many years on sprinkled risks written under specific form with 90 percent coverage. The agents point out that they have spent many years educating cus-tomers to carry the full 90 per-cent protection which the custom-

cent protection which the customers had believed unnecessary. The only way to sell it was through the 10 percent reduction offer.

Agents say that if the credit is not restored property owners will carry insurance only up to 80 percent of value in the future and that this will bring about further reduction in premium income at a time when every effort should be a time when every effort should be made to increase it.

material damage, fidelity, surety, and liability. The organization with its personnel of 45 employes will remain the sonnel of 45 employes will remain the same. The company has leased new quarters at 905-9 Swetland building. Branch offices are maintained at Akron, Cincinnati, Columbus, Lima, Toledo and Youngstown.

D. P. Ely Goer Abroad

D. P. Ely Goer Abroad
D. P. Ely of Columbus. Ohio, engineer for the Ohio Farmers, sailed on the "Laurentic" from Montreal for a month's travel in Europe. Accompanied by Mrs. Ely, he will visit England, the Rhine countries, Austria, Hungary, Switzerland, and France, returning to New York on the "Olympic" about Oct. 1. about Oct. 1.

E. W. Chester, special agent Crum & Forster group in West Virginia, accom-panied by Mrs. Chester, is spending a vacation at Virginia Beach.

Harry Leach Buys Agency

on the program.

chairman of the local arrangements committee, C. E. Perkins, D. Sherman Ellison, D. H. Swadener and W. H. Bruner, being associated with him. Mr. Bruner is chairman of the entertainment committee; W. P. Dunnahoo of the finance committee; Mr. Ellison, publicity; Mr. Coquillard, reservations, and W. P. Taylor, registration. The local agents of South Bend are cooperating very heartily in looking after their part on the program.

Harry J. Leach of Morris, Ill., well known local agent and chairman of the membership committee of the Illinois Association of Insurance Agents, purchased the agency of Meyer & Allan of his city and has taken over their office at 406 Liberty street. This gives Mr. Leach a ground floor location on a principal street.

Frankfort Agencies Merge

The Borgan Insurance Agency of rankfort, Ind., has been consolidated Frankfort, Ind., Frankfort, Ind., has been consolidated with the Coapstick Insurance Agency of the same city. Mr. Borgan has retired from business. The Coapstick agency is one of the oldest and best known agencies in that part of Indiana and is under the supervision of William Coapstick.

Consolidate Offices

The Mishawaka and South Bend, Ind., offices of the Old Trails Insurance Company have been consolidated with R. W. Ott as general agent for St. Joseph, Elkhart, Marshall and Laport counties. Richard Mason of Mishawaka is sales

Charles T. Appleyard, for 15 years a resident of Springfield, Ill., died last week at the age of 55 years, following a two years' illness of heart disease. He was secretary of the Springfield Fire Underwriters' association many years.

W. Leo Friedman, Michigan representative of the Underwriters' Service Association, is in Harper Hospital in Detroit recovering from an operation performed last Friday and is doing nicely.

Indiana Notes

Lee Fowler has resigned as Indiana special agent of the General of Seattle. John H. Gilmour, of the Robb & Gilmour agency at Clinton, Indiana, was married to Miss Cora Richarda Gilbert-

Herbert L. Barr, Indiana state agent of the Alliance and Central Fire of Bal-timore, is opening offices at 308 Fletcher American National Bank building in In-dianapolis. He will soon be equipped to give agents prompt service.

CENTRAL WESTERN STATES

Work on Suspicious Fires

State Fire Marshal Hogston of Indiana Is Making Investigation of Many Cases

State Fire Marshal Hogston of Indiana reports that during July there was an increased number of fires of suspicious origin. There were 23 new cases investigated and eight confessions were secured. One case was submitted to the grand jury, 16 cases were pending in court, two cases were tried and two convictions secured. Mr. Hogston says there have been an average of two new cases a day reported to the arson division for investigation. The department records show that a person or firm that has had one suspicious fire often has others. State Fire Marshal Hogston of Inhas others

Proposed Company Does Not See the Daylight

Fred Bishop, who was organizing the American Sentinel Fire of Effingham, Ill., which in his promotion literature indicated that the whole practice of writing farm insurance would be revolutionized and all the premiums would

be diverted to the American Sentinel Fire, left his city some six months ago. He deposited the money in the bank from the sale of stock which he had secured, the bank acting as trustee. It is to be left in escrow for two years. Most of the stock was sold in New Jersey and Florida. While those on the inside feel that the persons who subscribed will get their money back, it is tied up for two years.

Bad Axe to Be Inspected

The Michigan State Fire Prevention Association inaugurates the fall campaign with an inspection scheduled for Sept. 17 at Bad Axe, at the invitation of the city council and the local chamber of commerce. The Rotary Club, Boy of commerce. The Rotary Scouts and members of the fire department are lending their support. A feature of the program being arranged for the occasion will be a public meeting at a noon-day luncheon, at which time talks will be made by members of the speakers' bureau of the association.

Indiana Agents Meeting

The officers of the Indiana Association of Insurance Agents are making arrangements for the annual meeting to be held in South Bend Nov. 6-7. Alexis Coquillard of South Bend is general

News of States in the Northwest

Forest Fires Are Menacing

Rangers and Hundreds of Volunteers Fight Flames in Three Minnesota Counties

MINNEAPOLIS, Aug. 27. worst forest fire situation since 1922 is faced in northern Minnesota as 3,000 men are fighting the menace. Farmers men are fighting the menace. Farmers in Crow Wing, Cass and Aitkin counties have packed their household goods, ties have packed their nouselloin good, ready to flee the approach of the fires, and rangers and volunteers are trying to save school buildings and homes backfiring.

In the north end of Crow Wing county 250 men are fighting the worst of the fires moving forward on a 14-mile front near Emily, Minn. Practically no rain has fallen since Aug. 3. Rangers report farmers object to having

LOYALTY GROUP

JANUARY 1, 1930 STATEMENTS

BASSETT, President A. H. HASSINGER, Vice-Pr JOHN KAY, Vice-President and Trees ARCHIBALD KEMP, 2d Vice-President WELLS T. BASSETT, Vice-President FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY SURPLUS LIABILITIES CAPITAL NET SURPLUS **POLICYHOLDERS** ASSETS \$14,495,225 \$18,777,000 \$27,539,645 \$60,811,870 \$46,316,645 NEAL BASSETT, Chairman of Board HENRY M. GRATZ, Preside JOHN KAY, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't WELLS T. BASSETT, Vice-President THE GIRARD F. & M. INSURANCE CO. \$ 6,252,740 \$ 1,000,000 \$ 3,401,657 \$ 1,851,083 \$ 2,851,083 NEAL BASSETT, President A. H. HASSINGER, Vice-President JOHN KAY, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't WELLS T. BASSETT, Vice-President MECHANICS INSURANCE CO. \$ 600,000 \$ 5,078,813 \$ 3,335,593 \$ 1,143,219 \$ 1,743,219 NEAL BASSETT, President
A. H. HASSINGER, Vice-President JOHN KAY, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't WELLS T. BASSETT, Vice-President NATIONAL - BEN FRANKLIN FIRE INS. CO. \$ 5,233,116 \$ 3,070,630 \$ 1,000,000 \$ 1,162,486 \$ 2,162,486 NEAL BASSETT, President A. H. HASSINGER, Vice-President JOHN KAY, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't WELLS T. BASSETT, Vice-President SUPERIOR FIRE INSURANCE CO. \$ 5,073,876 \$ 3,061,200 \$ 1,000,000 \$ 1,012,676 \$ 2,012,676 JOHN KAY, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't WELLS T. BASSETT, Vice-President CONCORDIA FIRE INSURANCE CO. **\$** 5,564,987 \$ 3,078,063 \$ 1,000,000 \$ 1,486,923 \$ 2,486,923 CHARLES L. JACKMAN, President
JOHN KAY, Vice-President A. H. HASSINGER, Vice-President WELLS T. BASSETT, Vice-President ARCHIBALD KEMP, 2d Vice-President CAPITAL FIRE INSURANCE CO. 13,200 652,382 \$ 300,000 339,182 \$ 639,182 NEAL BASSETT, Chairman of Board JOHN KAY, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't WELLS T. BASSETT, Vice-President MILWAUKEE MECHANICS' INSURANCE CO. \$ 7,886,590 \$ 2,000,000 \$ 3,158,536 **\$**13,045,126 NEAL BASSETT, Chairman of Board J. Scofield Rowe, President
J. C. HEYER, Vice-President
J. C. HEYER, Vice-President
John KAY, Vice-President
A. H. HASSINGER, Vice-President
WELLS T. & MSSETT, Vice-President
WELLS T. & MSSETT, Vice-President METROPOLITAN CASUALTY INSURANCE CO. \$10,320,195 \$ 1,500,000 \$ 3,125,187 \$14,945,383 NEAL BASSETT, Chairman of Board W. VAN WINKLE, Vice-President JOHN KAY, Vice-President WELLS T. BASSETT, Vice-President C. W. FEIGENSPAN, President
E. C. FEIGENSPAN, Vice-President
A. H. HASSINGER, Vice-President COMMERCIAL CASUALTY INSURANCE CO. \$ 2,500,000 \$ 2,528,203 \$14,741,017 \$ 9,712,813 \$ 5,028,203 TOTAL OF ASSETS TOTAL OF LIABILITIES TOTAL NET PREMIUMS \$58,562,251 **\$**131,779,040* \$49,400,938

WESTERN DEPARTMENT 844 Rush Street, Chicago, III. H. A. CLARK, Manager

Ass't Managers H. R. M. SMITH MANES SMITH FRED. W. SULLIVAN EASTERN DEPARTMENT 10 Park Place Newark, New Jersey

CANADIAN DEPARTMENT 461-467 Bay St., Toronto, Canada MASSIE & RENWICK, Ltd., Managers

PACIFIC DEPARTMENT San Francisco, California 60 Sansome Street

W. W. & E. G. POTTER, Managers Ass't Managers
JOHN R. COONEY CHAS. H. GATCHEL

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

^{*} Capital and Surplus of affiliated companies ewned by Firemen's, appear in gross assets of both.

fire, caused by careless berry pickers, is reported consuming timber in two coun-

The Duluth airport was menaced by a forest fire Saturday night and 200 men were recruited to stand guard over smouldering brush fires 12 miles from the airfield.

Timber on 10,000 acres in Crow Wing, Cass and Aitkin counties has been destroyed, according to E. H. Rhodes, district ranger. It is estimated that it will require 75 years to regain the timber stand.

Urges Superior, Wis., System

Crumpton Advises Minnesota Agents to Impress Merchants with Buying Power of Insurance Men

The system employed by insurance agents of Superior, Wis., in combating mail order insurance was recommended agents of Superior, Wis., in combating mail order insurance was recommended to the Minnesota Association of Insurance Agents in session at Duluth by F. R. Crumpton of Crumpton & Crumpton, local agents in Superior and district agents for the Aetna Life. In mail order insurance Mr. Crumpton includes insurance written by trade organizations on a mutual or reciprocal plan; mutual or stock automobile insurance placed through a local or state automobile association; mutual or reciprocal casualty insurance solicited by mail, or by paid representatives calling direct on the assured; church insurance written by mutual insurance church organizations; the independent merchants associations which have promoted mutual insurance side-lines; blanket insurance written by large brokers insuring chain stores, theatres, elevators, underwriters grain pools; overhead insurance written grain pools; overhead insurance written by some of the regular insurance com-

by some of the regular insurance companies and state insurance.

The Superior agents, Mr. Crumpton reported, successfully overcame the competition of mail order insurance through a quid pro quo system. The buying power of the agents was ascertained in a questionnaire submitted by the Superior Board, of which Mr. Crumpton is president. The questionnaire developed the fact that practically all agents were loyal to the local merchant and that there were more than six persons for every agent who were directly dependent upon the agent's income.

More Business for All

In the publicity it was contended that if the merchants were as loyal to the local agents as the local agents were to the merchants, there would be more business for all.

A similar plan has been perfected in Duluth and the Duluth and Superior agents are coordinating their efforts.

Since inauguration of the Superior

crusade two wholesale grocers there have committed themselves to patronizing Superior agents. One company, Mr. Crumpton reports, has advised its customers to patronize the local agents instead of placing their insurance with the stead of placing their insurance with the mutuals organized by the trade organization with which they were affiliated. The other company stated in an advertisement that members of their grocery organization would buy from local agents exclusively.

In order to accomplish what the Du-th and Superior agents have accomluth and Superior agents have accom-plished, Mr. Crumpton declared that a strong local board is necessary. Indi-vidual agents are powerless to conduct a lone wolf crusade. The local board, he said, is even more important in competing with mail order insurance than state and national organizations of agents. They can operate in their own communities and make their influence immediately felt.

C. M. Park Joins Neckerman

The Neckerman Agency of Madison, Vis., announces the appointment of Charles M. Park as insurance engineer and field supervisor. Mr. Park will be associated with L. G. Brechler, manager of the Neckerman agency's fire insurance department.

Mr. Park started in the local agency business in Minneapolis 24 years ago. business in Minneapolis 24 years ago. Four years later he was appointed inspector for the Wisconsin Inspection Bureau. In 1915 he went to Madison as the first manager there of the Wisconsin Inspection Bureau. In 1917 he was appointed state rater by Commissioner Cleary and was reappointed by Commissioner Whitman. Since 1919 he has been state agent for the London Assurance. Assurance.

Feature Business Promotion

Plans for the annual convention of Plans for the annual convention of the Wisconsin Association of Insurance Agents in Milwaukee Oct. 28 are going forward rapidly. Business promotion methods for the local agents will be fea-tured on the program. Meeting the competition of the state fund and mu-tuals will be discussed during the ses-

The local agents' sessions will be held on the day before the third annual Wis-consin Insurance Day, which is sched-uled for Oct. 29, so that the members may take advantage of both programs.

Honor Smith at Milwaukee

MILWAUKEE, Aug. 27.than 50 local agents attended the lunch-eon which the directors of the Mil-waukee Board gave in honor of Clyde B. Smith of Lansing, Mich., president of the National Association of Insurance Agents.

Mr. Smith reviewed the work of the

bership drive and five-year development

program.

Monroe Porth of Ed Porth & Sons Company, president of the Milwaukee Board, was toastmaster. B. A. Lehn-berg of the Chris Schroeder & Son Company introduced Mr. Smith.

Increase Madison School Cover

MADISON, WIS., Aug. 27.-Appropriation of funds in the 1931 city budget with which to provide for windstorm insurance on city school buildings in addition to fire insurance was approved by the board of education.

The question of securing fire insur-ance on the new west high school and the Franklin school was referred to the insurance service committee. Both buildings are now protected through builders' insurance while under builders' insurance while under construction and will be ready for occupancy with the opening of school Sept. 8.

Blue Goose Plays Golf

The annual golf tournament of the at Minneapolis, there being 53 in attendance. P. A. Bauman had low net and won the Higley cup. D. W. Swanson had low gross. There was a dinner and dance following the tournament. Paul A. Enck was chairman in charge.

The Wisconsin state fire fund has had the smallest losses the past year of any year recently. William H. Pierstorff said that to Aug. 1 total losses had been ap-

Fictitious Fleets Are Opposed by Convention

The executive committee of the Minnesota Association of Insur-ance Agents was urged to make a careful study of the methods em-ployed in creating fictitious fleets in a resolution at Duluth last week. The convention also exweek. The convention also ex-pressed great concern in a reso-lution over the attempt of non-ad-mitted mutuals to do business in Minnesota through direct solici-tation. Members of the Minne-sota association were asked to re-port all attempts of violation of state law regarding non-admitted companies.

Disapproval of the practice of appointing non-policy writing agents was reiterated and a continuance of activity in opposition to the practice was urged.

proximately \$3,000. The largest single loss was \$1,200 at the Wisconsin veterans' home.

John J. Hamilton, retired Minneapolis insurance man, recently died at the age of \$2. Mr. Hamilton had resided in Minneapolis for 47 years and retired from the insurance business 15 years ago.

IN THE MISSOURI VALLEY

Brief Filed With Companies

Kansas Association of Insurance Agents Requests Liberal Treatment on Impounded Premiums

The Kansas Association of Insurance Agents has filed its brief with the various companies operating in that state, which allowed the agents 50 percent commissions on the impounded premiums. It gives the position of the agents in which they request more liberal treatment. A questionnaire was sent out to a large number of local agents in the a large number of local agents in the state to ascertain whether any had received the full commission. A list of companies is given with the number of agents where full commissions were allowed. However, it is stated that in these cases the agents charged up the commission in their accounts without authority and the companies are endeavoring to straighten the matter out.

Smith on Program

Mr. Smith reviewed the work of the national association, stressing the mem-

will speak at the annual convention of the Kansas Association of Insurance in Wichita Oct. 13-15. It is expected that most of the notables attending the National Convention in Dallas the previous week will attend or take part in the week will attend of Kansas convention.

Campaign for Fire Equipment Fails to Move Commissioners

WICHITA, Aug. 27.—The fire prevention committee of the Wichita chamber of commerce lost its campaign to secure an increase of \$100,000 in the 1931 budget of the fire department, to provide for five additional pieces of apparatus with sufficient men to man them. Showing that Wichita was far below the average of cities of like population in amount of appropriation, equipment and man power of the fire department, the committee urged that the commissioners increase the budget the above amount. The plea of taxpayers to reamount. duce taxes was apparently more con-vincing to the commission, as they granted an increase of less than \$30,000



4,000,000 CAPITAL

\$16,802,949 POLICYHOLDERS' SURPLUS

\$23,703,714 ASSETS

The HANOVER FIRE INSURANCE COMPANY of New York Charles W. Higley, Pres.

which they stated would purchase two new pieces of apparatus in 1931, claiming they were all that were absolutely necessary. The campaign will be carnecessary. The campaign will be carried forward by the committee and it is probable that a bond issue for the purpose will be voted upon at a special election.

Present Silver Medals

In recognition of 25 years' service as local agents the Home of New York has presented silver medals to George H. Merton, Villa Ridge, Mo., and J. E. Marietta of the Marietta & Bickel agency, Vinton, Ia. The presentations were made by Special Agent James Linahan and State Agent O. J. Davis of Des Moines, respectively.

Rain Gives Relief

WICHITA, Aug. 27.—Scattered showers and general rains have visited practically all sections of Kansas during the past 10 days, apparently ending the drought, and relieving the water shortage in most cases. The danger of grass fires is ended for the present and the abnormal number of fire alarms which have been common throughout the state is expected to be reduced to normal again. normal again.

Select Wichita Slate

President Lee Webb of the Wichita Insurors appointed C. F. Parker, C. K. Foote and Frank T. Priest as a nomi-nating committee to select a slate for the 1930-31 officers of the association which will be voted upon at the next meeting.

Purchase French Agency

SIOUX CITY, IA., Aug. 27.—J. H. Whittemore, former commissioner of finance for Sioux City, has purchased the 40-year-old insurance agency of Henry French who died here a week ago.

Plan Equipment Purchase

Plan Equipment Purchase

IOWA CITY, IA., Aug. 27.—The Iowa
City council last week revealed plans for
purchase of the long-discussed additional fire fighting equipment. The
council program includes purchase of a
combination hose, chemical truck, and
pumper, costing about \$13,000; a service
truck costing \$10,000 and about 350 feet
of ladder. Public hearing will be held
Sept. 5 preliminary to call for bids upon
the equipment.

Missouri Notes

The Missouri Adjustment Company of St. Louis has been formed by Will H. Armstrong, 200 shares; A. B. England and Charles F. Koch, 100 shares each.

J. Elmer Ball, state agent for the Home of New York and president of the Missouri State Fire Prevention Association, spoke at a luncheon meeting of the Executives' Club of St. Louis last week on "The Service of Stock Fire Insurance."

Kansas Notes

Col. Sam F. Woolard, veteran state agent for the American Central with headquarters in Wichita, returned this week from a month's vacation trip to California, where he visited a daughter.

M. D. Strong of the Wichita office of the Kansas Inspection Bureau, until re-cently with the Oklahoma Inspection Bureau at Oklahoma City, is the proud parent of a new son.

F. D. Sage, local agent at Columbus, Kan., was cashler of the Cherokee County State Bank of that city, which closed last week by order of the board of directors.

or directors.

The Peoples Finance Company and the Home Mortgage Title & Trust Company of Wichita, both maintaining insurance departments, have merged with C. H. Hatton, president. Offices will be maintained at 119 N. Market Street.

"The Appraisers and Assessors Man-ual" by Prouty, Collins & Prouty, hand-book of taxation and valuation, is sold by The National Underwriter, price \$5.

STATES OF THE SOUTHWEST

Another Oil Well Runs Wild

Oklahoma Inspection Bureau Has Issued a Second Report on Oklahoma City Conditions

Another oil well in Oklahoma City got beyond control during the last few days, it being the Slick-Alexander No. 1 well at East Maple and South Byers.

Manager Ingalls of the Oklahoma Inspection Bureau has issued a second respective of the soil drilling constitution in

port on the oil drilling operation in which he says that the next three or four months may be considered a critical four months may be considered a critical period and one of considerable danger to exposed property. A well brought in under control causes a serious fire hazard in the near vicinity due to turning oil and gas into a slush pit under pressure and in large volumes. The report says that owing to the large number of deilling walls there is a secribility of drilling wells there is a possibility of accident.

The more responsible operators are taking greater precautions but many small companies and the independents drilling near the city are not under su-

that the others do. The report says that drilling is advancing in the residen-tial district in the Capitol Hill area. The activity is on the decline owing to the over-production of oil. The wells the over-production of oil. The wells are smaller and the formations deeper near the edge of the city and may not extend far within the city. City reguextend far within the city. City regulations, over-production and proration are affecting the number of drilling permits issued. Improved methods of drilling and controlling wells are reducing the hazard. Drilling close to high value districts on the recently extended U-7 zone is expected. The danger period is during the completion of wells now drilling in large numbers in and close to the city. the city.

Threaten Houston with Increase in Fire Rates

AUSTIN, TEX., Aug. 27.—Unless immediate steps are taken by city officials of Houston to increase the water supply and pressure a raise in the fire insurance key rate for the city is threat-

ened by the state fire insurance depart-

Commissioner J. W. DeWeese said that a preliminary test of the water pressure disclosed that it was low in the residential section of the city. Pressure in the downtown area, nearer normal.

The commissioner attributed the lack of pressure partly to the drouth and partly to the failure of the city to en-

large its source of supply.
Engineers are scheduled to make another investigation of the water pressure, following which Commissioner De-Weese said he would take the case under advisement.

Norman Nelson Appointed

Norman Nelson, president of the American Standard of Oklahoma City, has been appointed district chairman of the contest committee of the National Fire Waste Council for Oklahoma.

Rerate Tulsa

OKLAHOMA CITY, Aug. 27.—C. T. Ingalls, manager of the Oklahoma Inspection Bureau announces that Tulsa is being rerated, involving advancement from forth to third class. Inspectors are already at work in Tulsa preparing (CONTINUED ON PAGE 26)



The Soundex Ceiling Keeps the Office Quiet on the Busiest Days

PHONE bells ringing... adding machines in use . . managers dictating - and still the office is quiet.

Soundex absorbs the noise and prevents the echoes and reverberations of a busy office. The speak-

ing voice is little affected, while Noise is practically swallowed up by this amazing material.

Soundex can be applied to your present ceiling. It will modernize your office unbelievably, make working conditions far more pleasant, and increase the productivity of your employees. Remove the strain and nervous tension caused by noise and you make better workers of your office force. Nerves become tired, if not shattered, by the constant hammering of noise.



Soundex is not expensive. Its installation is simple, effective, permanent. The ceiling can be decorated and re-decorated in keeping

> with the surroundings. The effect will be noticed at once -its value will be felt always.

Write for details and estimates.

What Soundex is

Soundex is a light weight, fibrous tile full of air spaces all interconnected so that sound must traverse the entire thickness before returning for any unpleasantness. In natural color it is deep ivory, but may be painted in any color combination. Permanene and fire renation. Permanence and fire resistance are insured by the mineral cement coating the fibers.

sound absorbing acoustical material

THE SOUNDEX CORPORATION , BUILDERS BUILDING , CHICAGO

The Tall Grown Company of the Tall Corn States

Like Iowa's famous corn, the growth of this company

has placed it high in the field of Fire Insurance. Iowa has never had a crop failure; the Iowa National has never had a service failure. Iowa agents, who wish to guarantee to their clients, the best of fire, lightning, tornado and automobile protection, and the prompt settlement of their claims, will do well to place their insurance with this company.

OFFICERS

C. S. Vance President A. G. Maish Vice President and Secretary

C. S. Miller Treasurer

FIELD REPRESENTATIVES

J. D. Berry, Adjuster R. R. Hufstader, Special Agent W. N. Mintonye, Special Agent John L. Peterson, Special Agent

S

Assets \$1,268,305.25

Capital, \$500,000.00

Insurance in force, \$100,000,000.00



The Phoenix Insurance Co.

MID-WEST DEPARTMENT
RALPH A. ELLIOTT, Manager
Old Colony Building -- Des Moines, Iowa

The Connecticut Fire Insurance Company

CENTRAL DEPARTMENT
RALPH A. ELLIOTT, Manager
Old Colony Building - - Des Moines, Iowa

SERVICE to agents desiring combined lines including both farm and town property, automobile and inland marine. A fieldman at your agency within 24 hours to assist.

FIRE & CASUALTY UNDERWRITERS

Largest Local Board in Iowa

President:
F. M. Walcott
Vice-president:
Ed Groszkruger
Sec'y-Treas.:
V. J. Soderberg

SIOUX CITY, IOWA Executive Committee:

Rex Smith
Paul C. Howe
Hal Clark

Members

Members								
	Agency	Address						
	Andrews Agency, R. J	Metropolitan Bldg.						
	Berthelson-Borman, Insurors210							
	Brown & Walcott	Security Bldg.						
	Buckwalter Agency, The514	Nebraska St.						
	Citizens Loan & Investment Co 509	Sixth St.						
	Clark Insurance Agency629	Davidson Bldg.						
	Colvin, Fred W322-							
	Davis, A. M	Commerce Bldg						
	Fogg, Maurice	Warnock Bldg						
	Grandy-Pratt Co., The	United Bank Bldg.						
	Gray-Duncan Agency	Davidson Bldg.						
	Groszkruger Realty Co	Metropolitan Bldg.						
	Greenstone Insurance Agency435	Insurance Exchange						
	Howe, Paul C	Frances Bldg						
	Hughes Insurance Agency, G. F210	Trimble Bldg.						
	Kloster Insurance Agency229	Davidson Bldg.						
	Kloster, Ben J	Warnock Bldg.						
	Lynch Agency, J. M304	Iowa Bldg.						
	Peters-Guiney Agency304	Commerce Bldg.						
	Quisenberry Agency, Carl343	Davidson Bldg.						
	Rex Agency	Insurance Exchange						
	Sanborn Insurance Agency220	Davidson Bldg.						
	Seff Co., M533	Davidson Bldg.						
	Skalovsky Agency306	Commerce Bldg.						
	Snyder, W. S	F. L. & T. Bldg.						
	Soderberg Insurance Agency232	Commerce Bldg.						
	Wooldridge Agency, J. Watt415	17 Insurance Exchange						

The National Underwriter

THIRTY-FOURTH YEAR Number 35

CHICAGO, NEW YORK, CINCINNATI AND SAN FRANCISCO, THURSDAY, AUGUST 28, 1930

Office of Publication, 175 W. Jackson Boulevard, Chicago, Illinois

IOWA AGENTS' CONVENTION INSERT

Iowa Local Agents Hold Convention

State Association Meeting This Year Had as Speakers With Few Exceptions Its Own Members Who Discussed Problems of Great Interest

Bond Rebate Evil

The absorbing topic at the Iowa asso-The absorbing topic at the Iowa association convention was rebating on the part of agents and companies on contract bonds. Whenever the sessions were open for general discussion, rebating was the subject. President Sam T. Morrison endeavored in vain to guide the discussion into other channels. It was not a new topic. The 1929 convention was preoccupied with it, but apparently the agents believe there has been little improvement. improvement.

improvement.

Iowa is engaged in a vast road building program. More than 1,000 miles of hard roads are projected for next year. The business of selling contract bonds for this work is demoralized, according to the agents. Dummy agents—often employes of the contractor—are provided to save the commission cost to the contractor. This practice has induced many legitimate agents to shave their commissions to a minimum.

Review Results of Surety Arbitrator's Work

In March, 1929, G. K. Thompson, of Cedar Rapids, an attorney, was appointed state arbitrator for the Surety Association of America to investigate charges of rebating and assess those companies whose guilt was proved. Mr. Thompson reported to the Iowa association that since March, 1929, he has received and investigated more than 100 alleged violations.

ceived and investigated more than 100 alleged violations.

The majority of charges, he said, couldn't be substantiated but a number of fines were levied varying from \$50 to \$1,400. The fines were adjusted to the size of the premium, he declared, in an effort to remove the profit from the

Thompson Admits Fines Have Been Too Small

A number of agents asserted that the fines were too small to be salutary. Mr. Thompson agreed but said the Surety association was opposed to greater punishment. In answer to the objection that the fines were not levied against agents, who would be easier subjects for reform, Mr. Thompson said he assumed the guilty companies charged a portion of the fine to the agents.

Mr. Thompson urged the agents to lobby for an anti-rebating law in 1931 session of the legislature. Fortified with this law, he said, books of contractors might be examined for evidence of rebating, a practice not now permissible. A number of agents asserted that the

bating, a practice not now permissible.

Believes Law Would Have Deterrent Effect

The very fact that such a law was on the books would be a strong deter-rent, he said, just as the fact that the Surety association has provided some machinery for punishment is something of a deterrent. An anti-rebating law,

NEW OFFICERS ELECTED

PRESIDENT Fred W. Colvin, Sioux City

VICE-PRESIDENT Clyde Kissick, Oskaloosa

SECRETARY Ross Brown, Sioux City

CHAIRMAN EXECUTIVE COMMITTEE Chester E. Ford. Des Moines

NEW MEMBERS EXECUTIVE COMMITTEE

Sam T. Morrison, Iowa City; A. P. Speers, Centerville; John Hynes, Davenport Probable Scene of 1931 Convention, Sioux City.

he said, would be more equitable for the contractor too, for now many contrac-tors have been able to get contracts be-cause of the saving on the bonds. The rebating evil has been greatly corrected, Mr. Thompson asserted, al-

orrected, Mr. Thompson asserted, although it has by no means been eradicated. He urged his listeners to give the system a fair trial and to cooperate to the extent of submitting complaints of rebating.

Evans Reports Many Agents Now Are Guilty

R. M. Evans of Des Moines reported that many agents are now rebating automobile, other casualty and fire premiums to contractors to whom they rebated contract bonds. Mr. Evans believes that branch offices and home office rep-

sentatives are primarily responsible. They arrange the rebating deals, he said, and agents must meet the competition

with the same practice or stand by their ideals and go penniless.

L. H. Stubbs of Cedar Rapids proposed, to correct the rebating evil, that rates on contract bonds be revised downward. Rebating has flourished, he observed because rates and commissions. served, because rates and commissions are excessive. A reduction, he predicted, would establish confidence in the business among contractors and property owners.

W. A. Scherfe of Fort Madison blamed companies for the demoralization, par-ticularly those conference companies which authorize their agents to meet the competition of cut-rate companies. "This

(CONTINUED ON PAGE 38)



FRED COLVIN, Sloux City New President Iown Association



S. T. MORRISON, Iowa City Retiring President Iowa Association

"Just Us" Party

IOWA CITY, IA., Aug. 27.—With more than 200 tall corn agents on the scene and with a multiplicity of problems handled without gloves, President Sam T. Morrison's "just us" party of the Iowa Association of Insurance Agents at Iowa City was a memorable event. event.

Except for the banquet address of United States Senator Dan Steck of Iowa, the appearance of William B. Calhoun of Milwaukee, chairman executive committee National Association of Insurance Agents; G. K. Thompson, Iowa state arbitrator on contract bonds for the Surety Association of America, and Commissioner Yenter, the conven-tion program featured exclusively Iowa

Every Big Time Agency Had a Representative

President Morrison after a hurried census reported that every "big time" agency in the state was represented and that an encouraging number of produc-ers from bye stations attended. Nearly 75 members of the Iowa association reside in towns of less than 10,000 and feside in towns of less than 10,000 and half of that number in towns of less than 5,000. A campaign will be conducted for greater membership among small town producers.

Fred W. Colvin of Sioux City, who has served a term as vice-president, was the convention's choice for president and that indicates that the 1031 convention.

the convention's choice for president and that indicates that the 1931 convention will be held in Sioux City, for the convention follows the president in Iowa. Clyde Kissick of Oskaloosa was named vice-president; Ross Brown, Sioux City, secretary; Chester E. Ford, Des Moines, chairman executive committee, and A. P. Speers, Centerville; John Hynes, Davenport, and Mr. Morrison, Iowa City, members executive committee. members executive committee.

Rebating Situation on Contract Bonds

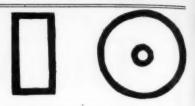
The Iowa agents were preoccupied with rebating in connection with con-tract bonds and after a lengthy discus-sion of the problem adopted a resolution urging the association to seek an anti-rebate law in the forthcoming session of the general assembly. Moreover, they resolved to petition the Surety Association to give Mr. Thompson jurisdiction over complaints of rebating on all classes of bonds in Iowa.

There was much discussion of the proposed agents qualification law and it was decided to hold a mid-year meeting in Des Moines during the 1931 ses-

ing in Des Moines during the 1951 session of the legislature to exert influence in favor of this legislation.

After heated debate, the convention voted to table a resolution submitted by John Tumelty of Keokuk condemning the practice of insurance companies

(CONTINUED ON PAGE 38) (CONTINUED ON PAGE 38)



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Need Concerted Action on Laws

Better Political Organization of Mutuals and Reciprocals Is Pointed Out

REASON FOR FAVORITISM

Stock Fire Company Lobby and Better Public Relations Urged by Iowa Speakers

With mutuals and reciprocals favored in legislation, Otto F. Lange, local agent of Dubuque and state senator. advocated creation of a lobby to represent stock fire insurance interests at the Iowa state house. Mr. Lange described the power of the lobbies and the helplessness of those interests whose cause is not organized for legislative action.

A paid secretary and a legislative committee composed of one strong local agent from each of Iowa's 11 congressional districts should constitute the lobby, according to Mr. Lange.

Says Expense Should Fall on Foreign Companies

The expense should be borne by for-eign companies operating in Iowa, he said, because the lobby would operate in their behalf in operating in behalf of the representatives of stock companies.

Because they are organized to con-trol legislation, mutuals and reciprocals, Mr. Lange stated, have won legislative fruits and have negatived the legisla-tive projects of stock companies. The agents' qualification bill was spiked in the last session of the legislature be-cause of the flood of protestations which reached legislators inspired by

which reached legislators inspired by reciprocal and mutual interests.

With the great mass of measures introduced, legislators, he said, are grateful to those who point out the virtues or evils of bills. Persons friendly to stock insurance should provide that help he declared

As an example of the favoritism accorded reciprocals on the statute books, Mr. Lange mentioned the fact that reciprocals are permitted to deduct losses in calculating their premium taxes, a privilege not allowed stock carriers.

Commissioner Yenter advised agents to help create a more friendly feeling for insurance on the part of the public by explaining to friends and clients some of the technicalities and operations of the business, restrictions and provi-sions of policies and reasons therefore. If this were more widely done, he said, insurance would not be the misunder-stood and maligned enterprise that it is.

Commissioner Yenter Discusses Qualifications

In repeating his stand for a reasonable agents' qualification act, Commissioner Yenter cautioned his audience not to be unfair in their proposals. Because of the prevalence of small towns in Iowa, he said, there is necessity for part time agents, which is not true on the eastern seaboard, where full timers have a multitude of prospects within easy reach. easy reach.

Commissioner Yenter pointed out his inability to interfere with what are regarded as "outlaw" agents and companies. So long as agents and companies meet statutory requirements, it is mandatory for the department to permit them to operate.

The commissioner added that taxes paid the department last year were \$1,-800,000 while expenses were only \$55,-000.

High Lights of the Iowa Agents Annual Gathering

By LEVERING CARTWRIGHT

Among the past presidents attending the convention of the Iowa association were H. P. Guiney of Sioux City, who served in 1914-15; B. B. Hobbs, Keokuk, 1917-18; Eugene Walsh, Davenport, 1918-19; L. H. Stubbs, Cedar Rapids, 1919-20; P. J. Clancy, Des Moines, 1920-21; John Hynes, Davenport, 1922-23; Robert Evans, Des Moines, 1924-25; Lew Benedict, Cedar Rapids, 1925-26; Milo Whipple, Cedar Rapids, 1926-27; J. J. Shepard, Cedar Rapids, 1928-29.

The sessions of the convention were Among the past presidents attending

The sessions of the convention were held in the handsome new building of the Iowa Memorial Union on the University of Iowa campus.

Because of illness J. R. Vaughan, Waterloo, was unable to attend the meeting. He was scheduled to preside at the luncheon Monday but President Sam T. Morrison substituted.

* * *
Chester E. Ford of Des Moines came Chester E. Ford of Des Moines came to the convention, his pockets filled with lillies from Mrs. Ford's garden, with which he decorated the lapel of Com-missioner Yenter, members of the press, and certain favored local agents.

* * *
State Agents O. J. Davis of the Home,
nd Will H. Harrison of the National, were among the company representatives at the Iowa meeting.

J. Dillard Hall, Iowa manager United States Fidelity & Guaranty, erected an exhibition booth in the lobby of the Jefferson hotel. Other casualty representatives present were E. J. Savage, Chicago field representative of the Zurich, and S. S. Smith of Baltimore, home office representative Maryland Cas-

The address of welcome was delivered by George F. Kay, dean of the college of liberal arts, University of Iowa. He of liberal arts, University of Iowa. He provoked a ripple of laughter when he declared he had such a fondness for the insurance business that should be ever lose his present employment he would enter the insurance field. Obviously enter the insurance field. Obviously Dean Kay was ignorant of the fact that one of the great complaints of organized agents is that the insurance business is a dumping ground for failures in other enterprises

* * *
Strangers to Iowa City were grateful
for the map and brochure describing the
points of interest which President Morrison and the rest of the Iowa City con-

* * *
The Nebraska Insurance Day committee, in a telegram, invited members of



R. M. EVANS, Des Moines Past President

the Iowa association to attend Nebraska Insurance Day celebration in Omaha Oct. 10.

United States Senator Dan Steck of United States Senator Dan Steck of Iowa was the principal speaker at the banquet Monday evening. With frequent humorous allusions to his position as Democratic senator from Republican Iowa, Senator Steck entertained his audience with Washington ancedotes and observations on prominent Washington personalities. He is a candidate for reelection in November.

Edward H. Lauer, director of physical education, University of Iowa, was the captivating toastmaster at the banquet. Like Senator Steck, Mr. Lauer made humorous allusions to himself in connection with the out-again-in-again Iowa football team, i. e., out of the Big Ten and in the Big Ten. He called on Commissioner Yenter to say whether being appointed insurance commissioner was a promotion, and he called on L. H. Stubbs to explain what a past president does. Mr. Stubbs responded with a recital of his attempt at being a tragedian at the age when his voice was a combination Galli Curci and Paul Robeson.

Secretary William J. Holland in his report revealed that President Morrison had contributed \$1,000 of his own funds for a mail campaign for membership among 2,000 agents.

* * *

John P. Montrose of Des Moines was unable to attend the convention because of an attack of hay fever, but his report

of an attack of hay fever, but his report as chairman committee on fire prevention and conservation was presented.

* * * *

President Morrison prepared an interesting abbreviated history of the Iowa Association, showing the names of all the presidents of the association, their cities, and the principal topics discussed at the annual conventions. B. F. Kaufman of Des Moines, who served from 1907-08, was the first president.

* * *

A tribute, or perhaps a satirical tribute to special agents, was paid by Robert Evans of Des Moines. The problem of how many local agents should be appointed on the committee to confer with a committee of three of the lowa Fire Underwriters Association was under discussion. A. C. Root of Clinton proposed three, man to man with the field men's committee. "Fifteen," said Mr. Evans. "It takes five locals to handle one special."

Frank E. O'Brien, assistant agency superintendent Fidelity and Casualty, was



L. H. STUBBS, Cedar Rapids

Hynes Reviews Chicago Session

Conference Committee Member Reports on Discussion Held With Managers

TAKES UP DIFFERENTIAL

Agents Urged to Write Their Companies Asking 10 Percent Against Non-Policy Writers

John Hynes, the Iowa representative on the conference committee for Western Union territory of the National Association of Insurance Agents, reviewed the recent conference session in Chicago with a number of western managers.

He reported that the managers had given the agents some reason to believe that non-policy-writing agents might be penalized by a 10 percent differential by the Western Underwriters Association instead of 5 percent as theretofore proposed. Mr. Hynes urged all agents to write their companies soliciting the 10 percent differential.

Goodwin Urges Waiting on Matter of Differential

Percy Goodwin, chairman executive committee National association, wanted action on the differential deferred until it could be made nationwide, Mr. Hynes reported, but George Carter of Detroit demurred contending that the non-policy-writing evil has reached such proportions in Detroit that a differential of 10 percent must be instituted imme-

ely. fr. Hynes also reported that the companies agreed in the future radical changes, such as the automobile collision, theft and fire rate reductions in Michigan, would not be made without a conference with agents.

A. L. Jenkins, president Indiana association, according to Mr. Hynes expressed consternation at the declining rates in Indiana and asked that additional features be introduced in the contract to be sold at the old rates. To this the managers demurred, claiming that agents would neglect to point out these extra features and that mutuals would get the business.

Hynes Expresses View on Chain Store Attitude

Mr. Hynes added that at the conference he entered a strong denunciation of the secret features of the Interstate Underwriters Board. He said that chain stores are eager to place their business with the individual local agents if they can do so at the same price as through a central agency.

"I don't blame the chain stores," he declared, "but I do blame the companies and rating bureaus which shut the local agent out."

CONVENTION NOTES

Mr. Morrison announced that the Iowa Blue Goose, through its president, W. J. Bray of the Astron Iowa Biue Goose, through its president, W. J. Bray of the Aetna, had extended an invitation to members of the Iowa Association to attend a dinner of the Blue Goose in Des Moines. The date has not yet been selected.

* * *

Some of the factors governing the date Some of the factors governing the date for Iowa's association meetings were brought out after Sam T. Morrison suggested that the hay fever season should be avoided. Many were unable to attended this year's convention because of that affliction. John Hynes proposed that next year's meeting at Sloux City be held during the pheasant hunting season.

Reports Cost Probe



JOHN HYNES, Davenport **Executive Committeeman**

Committees Are Appointed in Iowa Agents Association

At a brief session of incoming offi-cers and members of the executive com-

At a brief session of incoming officers and members of the executive committee, the president made the following committee appointments:
Chairman, membership committee, William J. Holland, Iowa City; chairman, legislative committee, Robert M. Evans, Des Moines; vice-chairman, Guy W. Andrews, Sioux City; one member from each of the eleven congressional districts will be appointed later; chairman, fire prevention committee, John P. Montrose, Des Moines.

Committee to meet with a similar committee of state agents to equalize any controversial issues arising between companies and agents: Chairman, A. J. Verran, Des Moines; W. A. Scherfe, Fort Madison; Frank H. Binder, Council Bluffs; Tom Kelley, Fort Dodge; Milo Whipple, Cedar Rapids.

Sam T. Morrison, the retiring president, was appointed a delegate to the Dallas convention of the National Association.

Iowa Meeting Highlights

C. H. Bray, of Omaha, special agent for western Iowa and Nebraska for the Indemnity of North America, was pres-ent and fraternized with the agents.

ent and fraternized with the agents.

Kenneth Ellsworth, state agent Aetna
Casualty, was among the visitors. Other
casualty men at the convention were C.
E. Hohn, vice-president Fred L. Gray
company of Minneapolis, general agents
for the Standard Accident in the northwest; Joel Tuttie, state agent Independence Indemnity, and E. R. White, superintendent burglary department, Federal
Surety.

The American Title Association will hold its annual convention in Richmond, Va., Oct. 5-9. Sessions of the title examiners section are expected to be attended by prominent insurance company executives in charge of mortgage loans.

Colvin Converted From Newspaper Man to Insurance

The newly elected president of the Iowa association, Fred W. Colvin, of Sioux City, was converted from a newspaper career to the insurance business. Starting as a "cub" in the city room of the Chicago "Tribune" in 1899, Mr. Colvin a year later was brought to Sioux City as city editor of the Sioux City "Tribune," a position he held until 1907 when he purchased the Correctionville "News."

Sold His Newspaper

He operated this newspaper until the death of his father-in-law, W. F. Wiley of Sioux City, in 1915. Mr. Wiley was sole agent for the Fidelity & Casualty in Sioux City and Mr. Colvin decided to dispose of his newspaper interest and perpetuate Mr. Wiley's business.

For five years Mr. Colvin operated exclusively as a casualty producer for the Fidelity & Casualty but he now represents a number of fire companies. He has been vice-president of the Iowa as-

has been vice-president of the Iowa association for a year. A son, Lyman W. Colvin, is supervisor of the automobile department, Fidelity & Casualty's St. Louis branch office.

Want Local Agents to Have the Primary Control

A resolution, striking at the Inter-state Underwriters Board was adopted declaring the Iowa Association of In-surance Agents opposed to any system of insurance coverage which deprives the local agents of the knowledge of the rates and an opportunity to participate in the business

rates and an opportunity to participate in the business.

Another resolution condemns the arrangement whereby the Iowa Bankers Association is charged with being in the insurance business. The secretary of the Iowa Bankers Association was declared to be in the business and to provide facilities for writing insurance for its members. The executive committee was instructed to investigate this situation and remedy the evil if possible.

Automatic Qualification Law Exists, Colvin Says

Fred W. Colvin of Sioux City, Ia., made a notable observation on the agents' qualification law agitation during the convention of agitation during the convention of the Iowa Association of Insur-ance Agents of which he is the newly elected president. "We have an automatic qualification law," he declared. "The agent who is qualified will get the busi-ness."

Mr. Colvin is committed to the qualification law idea and will seek one for Iowa, but apparently he does not believe competent producers are crippled without it.

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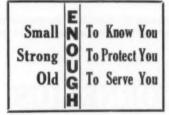
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1920	1,085,861.85	300,653.99
1921	1,145,225.98	350,888.71
1922	1,178,100.24	412,192.76
1923	1,274,933.70	493,216.00
1924	1,290,004.85	518,108.58
1925	1,481,724.73	601,820.30
1926	1,509,068.94	640,548.34
1927	1,588,927.26	701,429.94
1928	2,068,162.51	1,060,961.97
1929 47th Annual Statement	2,197,461.36	1,083,103.14

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News of States in the Southwest

(CONTINUED FROM PAGE 19)

for the elevation. The new classificafor the elevation. The new classifica-tion will be at once recognized by the National Board and new rates will go into effect on each property as rapidly as the large force of inspectors is able to reach and classify it.

To Consider Oil Situation

OKLAHOMA CITY, Aug. 27 .- O. C. Gleiser, general agent for the Commercial Union group from the New York office, will arrive in Oklahoma City,

Sept. 2, to look into the oil drilling situation.

Dallas Threatened

Dallas is threatened with a penalty Dallas is threatened with a penalty for bad fire losses. The losses in the city during July pushed the \$300,000 mark and the state insurance commission has warned the city and the property owners if something is not done to reduce fire losses a penalty of some 3 to 9 percent will be put against the city.

Fire Losses High

LITTLE ROCK, ARK., Aug. 27.—Fire losses in Arkansas during July, including property and timber destroyed, amounted to more than \$2,000,000, exceeding all previous records for that month. Damage to property was estimated at \$927,425.

IN THE SOUTHERN STATES

Agents Call for Showdown | Many Agency Consolidations

Vice-President Nixon of Georgia Association Demands Statement of Policy on State Insurance

The practice of concentrating insur-ance on state property of Georgia in a few agencies, that has been a sore spot in agency ranks for some years, is in agency ranks for some years, is likely to become a campaign issue. Scott Nixon of Augusta, second vice-president Georgia Association of Insurance Agents, this week directed a letter to the entire membership urging that letters be sent to candidates for governor asking for an expression of policy on this point. this point.

Sends Open Letter

Mr. Nixon advises that he has sent an Mr. Nixon advises that he has sent an open letter to each of the candidates soliciting their views on the subject and asking for a statement as to what practice they will follow in handling the state's insurance if they are elected. "I have particular reference to that covering for the account of the state highway department," Mr. Nixon says in his letter to members. "This is quite unfair to the agents of the state, as the distribution should be more equitable."

Cobb Will Not Recede on His Alabama Tax Ruling

MONTGOMERY, ALA., Aug. 27.-William P. Cobb, assistant attorney-general, who some time ago rendered an opinion seriously affecting the taxes of domestic insurance companies, has indicated that he will not change his ruling, and unless some other representative of the department is given charge of the matter, he may shortly institute legal proceedings, involving collection of approximately \$25,000 in This, of course, would be a test

The law says that the companies shall be allowed an offset on premium taxes for funds invested in real estate mort-gage loans. The companies contend that allowance should continue from year to year as long as the mortgage exists. Mr. Cobb holds that it should

It is known that counsel for at least one large company has conferred with the governor on the matter. Mr. Cobb says so far he has been shown no valid legal reason for reversing his opinion.

Richmond Losses Reduced

Loss from fires in Richmond, Va. during the first seven months of this year was \$157,895 less than that for the corresponding period of 1929, the loss for this year being \$112,075 compared with \$269,970 last year, according to fire department figures.

Results of Alabama Mergers Regarded as Generally Beneficial to Insurance Business as a Whole

BIRMINGHAM, Aug. 27.—Alabama field men report that consolidation of agencies has been the rule in Alabama this year instead of the organization of new ones. The result is a healthful one, they say, as many agents were struggling along without sufficient capital to carry them, especially at this time when policyholders are not able to meet agency balances on time.

Those agencies that have merged are able to carry on better financially. The older agencies have added some new blood as a result of absorptions. They have taken on men who are able to get BIRMINGHAM, Aug. 27.-

the business but were not able to get the business but were not able to carry themselves on account of lack of credit accommodations at the banks

Membership in the Birmingham Assodecreased considerably as a result of combinations and a similar condition is reported at Montgomery and Mobile. However, agents remaining are in many

cases much stronger and able to contribute more to association activities.

A few companies have been put out into the street in the combinations, but the stronger companies as a rule have profited. Agents are holding on to the stronger companies, which they find in hard times are able to give accommodations that the stronger companies. tions that the weaker ones can not. The consequent result of the period of combination has been better for most of the companies and for the agents, with better service to policyholders.

Clean Up Fire Hazards

FRANKFORT, KY., Aug. 27.— Under the direction of the state department of fire prevention and rates, an efment of fire prevention and rates, an effort is being made to clean out all fire hazards in Kentucky. To that end R. K. Crain of Perryville, Ky., assistant fire marshal is prosecuting a survey of fire hazards in Danville. He has given notice that all persons who have been notified to remove fire hazards and fail will be prosecuted by warrants taken out in the city court.

Louisiana After President's Cup

NEW ORLEANS, Aug. 27.—John D. Saint, manager of the Louisiana Insurance Society, is making a 2,000-mile tour of the state, discussing organization matters with the agents.

The Louisiana society is making a strong fight for the President's Cup to be awarded at the Dallas convention of the National Association of Insurance Agents for membership increase and is

Agents for membership increase and is confident of winning it.

With the enrollment of 19 new agencies the Lafayette Parish Insurance Exchange announces that its membership is now 100 percent. The agencies are

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located in Scott, Carencro, Youngsville, Broussard and Lafayette.

Augusta Outlook Bright

AUGUSTA, GA., Aug. 27.—This section of Georgia and South Carolina has not experienced the severe drought not experienced the severe drought which is devastating many districts and the crop outlook here is the best since 1925. Most of the farmers depend on cotton as their money crop and while the price will not be as high as last year the excellent yield will enable everyone to "pay out" and have a little change left for Christmas.

The loss ratio in the rural sections adjacent to Augusta has been very low and with the bright crop prospects it

and with the bright crop prospects it should continue to stay down.

Seek Electrical Appeal Board

NEW ORLEANS, Aug. 27.—Formation of an electric board of appeal which would consider complaints on rulings by the city engineer has been urged on the mayor and council by members of the mayor and council by members of the association of commerce. Following inspections of buildings in the business and industrial area, in many instances correction of dangerous faults in electric wiring and apparatus was ordered by the city electrician. The property owners contend that in many instances the faults cited do not constitute fire hazards and should not be the basis of arbitrary orders.

Asks for Ruling

MONTGOMERY, ALA, Aug. 27.-MONTGOMERY, ALA, Aug. 27.—
The Alabama insurance department has submitted to the attorney general for a ruling the question of whether a salaried insurance agent, soliciting insurance can be exempted from the rules and regulations of the state insurance laws relating to the qualification and licensing of agents. ing of agents. A section of the laws declares executives, traveling salaried employes and representatives of reciprocal and fraternal companies are ex-empted from the regulations.

Congress Program Complete

The program is now complete for the Bluegrass or central Kentucky sales congress of the Kentucky Association of Insurance Agents at Lexington, Ky., Oct. 3. L. G. Warder, superintendent of the farm department of the Hartford, Chicago, will speak. Other speakers will be Rodes Arnispiger of the Lexington board; Norman I. Taylor, Burnside, state president; W. E. Clarke, Louisville; R. A. Palmer, Atlanta, Lawrence Falls and Keen Johnson, the latter of Richmond, Ky. ter of Richmond, Ky.

Interest in Alabama Primary

BIRMINGHAM, Aug. 27.—Alabama insurance men are on the whole pleased over the nomination of Judge B. M. over the nomination of Judge B. M. Miller for governor in the Democratic last week.

primary. He was elected on an economy platform and took occasion during his campaign to announce opposition to any further taxing of the insurance business. The Democratic nomination is considered equivalent to election so far as Republican opposition is con-cerned but this year Hoover Democrats will have an independent ticket in the field at the November election.

Insurance men were also interested in

Insurance men were also interested in the election of a governor since he appoints the insurance commissioner. Most state employes are said to have supported Judge Miller's chief opponent and for that reason he is expected to have a "house cleaning" at the state capitol if he triumphs in the general election.

Tennessee Agents' Meeting

The annual meeting of the Tennessee Association of Insurance Agents will be held at the Peabody hotel in Mem-phis, Nov. 25-26. John M. Dean of that city is president.

W. M. Nixon Dies

William M. Nixon, Jr., of Augusta, Ga., died last week at Miami, Fla. Mr. Nixon for the past few years has been connected with the Stembler Insurance Agency at Miami. Prior to that he was in the local agency business in Augusta having operated the Nixon & Andrews Agency; then Cooper & Nixon, and prior to leaving Augusta his agency operated under the name of Nixon & Co.

Burke Hobgood Named

Burke Hobgood, secretary of the chamber of commerce of Durham, N. C., has been appointed district chairman of the contest committee of the National Fire Waste Council in North Carolina.

Louisiana Notes

Ralph Malone, assistant manager of the Louisiana Rating & Fire Prevention Bureau, is in New York.

The wife of A. D. McBryde of McBryde, Bourne & Kennedy, adjusters, died in New Orleans last week.

Thomas C. Farrell, of New Orleans, special agent for the Norwich Union, has gone to Fort Morgan, Ala., on a bit of fishing. Mr. Duggan, Mobile local agent, is with him on the trip.

Arkansas Notes

Arkansas firemen held their annual convention and outing Aug. 25-26 at Mc-Gehee.

A. W. Taylor, president, and J. H. Hamiter, secretary of the Adjustment Bureau, Little Rock, have amended its articles of incorporation changing its name to the Wholesalers Adjustment



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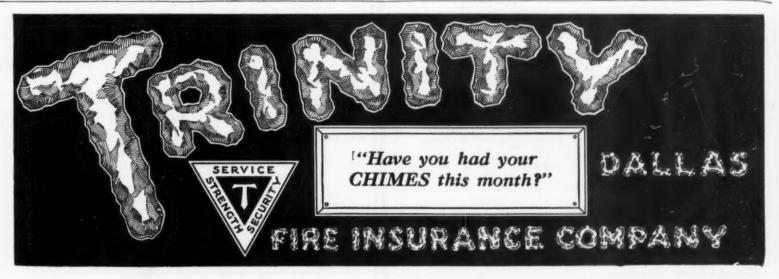
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Eastern States Activities

Orders Correction of Policy

New York Justice Requires Reformation So Fire Loss May Be Paid

Justice Schmuck of the New York City supreme court has directed the Aetna to correct an error in a policy so that a loss under that policy might be paid. Hatch & Bailey Co., victor in the suit, claimed that the agent of the Aetna had issued the policy to Hatch & Bailey as owner and not as mortycome.

Aetna had issued the policy to Hatch & Bailey as owner and not as mortgagee. Hatch & Bailey Co. asked that the policy be reformed to run to the owner of the property with loss, if any, payable to the mortgagee and that judgment be given on the policy, so reformed, for the full amount of the loss. The court ruled against the Aetna on the plea that Hatch & Bailey had no cause for action because the policy had been in the concern's possession for 27

The court ruled against the Aetna on the plea that Hatch & Bailey had no cause for action because the policy had been in the concern's possession for 27 months without effort to discover errors or omissions. Furthermore the court dismissed the contention that the owner of the property should have been made either a party as plaintiff or defendant.

New York Business in 1929

The total fire premiums collected in New York state during 1929 by stock and mutual companies was \$105,706,-245, according to the department report. Losses incurred were \$47,875,281.

Ocean marine premiums received by stock and mutuals in New York totaled \$30,420,765 with losses of \$16,531,116. All premiums others than fire and ocean marine received by stock and mutuals including motor vehicle, aircraft, inland navigation, tornado, windstorm, hail, sprinkler leakage, earthquake, etc., totaled \$42,830,972 with losses of \$20,098,837.

The business of 166 New York conserving five groups are listed in

The business of 166 New York cooperative fire companies was listed in an advance report issued last April. The premium income of these companies was \$5,027,818 with losses or \$3,584,029.

Safety Council Speakers

Franklin H. Wentworth, managing director of the National Fire Protection Association, and Ralph E. Richman of Cincinnati, editor of "Fire Protection," are on the program of the fire prevention session of the National Safety Council, at Pittsburgh, Oct. 3.

Frank Packard Dies

BOSTON, MASS., Aug. 27.—Frank E. Packard, aged 73 years, for many years a prominent insurance man and real estate operator in Brockton, Mass., and head of the agency of S. F. Packard & Son, died suddenly at his home last week. Mr. Packard entered the insurance business early in the agency of his father, S. F. Packard, and when the latter died succeeded as head of the firm.

Fire originating from unknown causes on the night of Aug. 20 in the factory of the South Montrose Manufacturing company, Montrose, Fa., destroyed part of the plant and spread to an adjacent feed mill. The damage is estimated at \$200,000, the loss running into this figure on account of the destruction of special machinery. The feed store owned by W. E. Lott & Son was demolished in two hours.

Complete Reinspection

Surveyors Walter Dyer and A. L. Davis of the Salt Lake City office of the Pacific Board have returned to Salt Lake City, having completed the reinspection of all towns between Salt Lake City and Nephl, Utah. Beginning Sept. 1 the surveyors will complete the work of reinspecting all mercantile risks in Salt Lake City.

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ON THE PACIFIC COAST

Montana Agents in Meeting

Qualification Laws Favored at Missoula Gathering-Midkiff Elected Association Head

A full day was devoted to the discus-A full day was devoted to the discussion of insurance matters at the two-day meeting of Montana Association of Real Estate Dealers and Insurance Agents held at Missoula. Paul Freeman of Great Falls, prominent insurance attorney, addressed the meeting on "Voice of Insurance" and James Watson talked on "Rate Cutting and Its Aftermath." T. N. Midkiff of Great Falls was elected president at the closing session, John S. Wulf of Butte, first vice-president; F. M. Davidson of Anaconda, second vice-president.

The association went on record as fa-

conda, second vice-president.

The association went on record as favoring the purchase of fire fighting equipment by the counties to be used on fires outside of the corporate limits. on fires outside of the corporate limits. Under the present system, the city apparatus placed in use outside corporate limits hampers fire protection within the city and might lead to lawsuits.

The insurance agents also favored an agency qualification law, which would raise the standard of insurance agents and results and results agency production of the corporate limits.

raise the standard of insurance agents and require an examination on insurance forms to be written by the agents. The Montana Association of Real Estate Dealers and Insurance Agents is strongly in favor of a state drivers' license law, believing that the death rate from automobile accidents can be materially reduced through the enactment of such a law.

Manners Is Promoted

SAN FRANCISCO, Aug. 27.—Herbert E. Manners, for more than six

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years southern California divisional manager of the National Automobile Club, has been appointed assistant general manager succeeding Harry B. Healey. According to Manager Arnold Hodgkinson the promotion comes in recognition of Mr. Manner's loyalty and ability. ability. Report Montana Business Members of the Pacific Board wrote approximately 87 percent of all fire premiums in Montana last year, it is indicated in the fire insurance tables published in the annual report of the in-

lished in the annual report of the insurance department.

Net premiums of the ten leading carriers were: Home of New York, \$423,746; Continental, \$216,094; Globe & Rutgers, \$192,700; Hartford, \$175,526; Rocky Mountain, \$171,644; North America, \$151,382; Fireman's Fund, \$149,780; Fidelity-Phenix, \$138,981; Springfield, \$130,439; and Actna, \$116,967.

Rowles Heads Blue Goose

SPOKANE, WASH., Aug. 27.—H. C. Rowles, special agent for the British fleet was elected most loyal Gander of Washington Blue Goose at the semi-annual meeting and election of officers. Other officers include: Supervisor C. A. "Pat" Coffey, London & Lancashire; custodian, A. A. Hoelting, Home of New York; guardian, M. D. Dearborn, Great American; keeper, R. J. Sigel, Spokane, independent adjuster, and wielder, A. D. Richards, branch manager of Northwestern National Fire.

Urge Code Revision

PHOENIX, ARIZ., Aug. 27.—The necessity of revising the Arizona fire insurance code was explained to the

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Insurance Agents at their regular bi-monthly meeting.

monthly meeting.
Sidney Moeur, member of the state legislature spoke. He pointed out that a code revision was necessary for protection of policyholders and to create a high standard of ethics among the agents in the business. Mr. Moeur advocated an agency qualification law. Examination should be given those entering fire insurance, thus giving protection to established firms and agents and to the public, as well. and to the public, as well.

Completes Montana Inspections

David S. Thomas, Pacific Board engineer, recently completed regradings of a number of Montana cities and towns, among which are Belgrade, Ches-ter, Columbus, Deer Lodge, Laurel, Manhattan and White Sulphur Springs. gineer, recently completed regradings of a number of Montana cities and towns, among which are Belgrade, Chester, Columbus, Deer Lodge, Laurel, Manhattan and White Sulphur Springs. He is scheduled to inspect other towns dental burns and suffocation.

members of the Phoenix Association of in the western and northern section of

Apartment Rates Reduced

A complete revision of all apartment house rates in Salt Lake City has been made and put into effect, rates on the buildings of a better class being reduced.

Coast Notes

Harold N. Turpen, assistant manager of the insurance department of Henry Broderick, Inc., Seattle, has been mar-ried to Miss Alice McCade.

The annual meeting of the Oakland Association of Insurance Agents and East Bay Insurance Exchange is to be held jointly on Sept. 15 following a dinner.

IN THE MOUNTAIN FIELD

Separation Is Successful Mountain Business Is Good

Williams Says Not More Than 60 Out of 3,000 Agents Have Left Association

DENVER, Aug. 27.—The principle of separation has been a remarkable success in the mountain region, according to Frederick Williams, secretary of the Rocky Mountain Fire Underwriters Association, who declares the organ-ization companies have been thoroughly sound in their stand to live and carry on exclusive of insurgent forces. Out of more than 3,000 association agencies in Colorado, Wyoming and New Mex-ico, not more than 50 or 60 agents failed to remain with the Rocky Mountain Association companies after the withdrawal of the bureau companies, and less than a half dozen of these are large agencies, Mr. Williams said.

Right to Withdraw

"We have no quarrel with the company not wishing to abide by our rules and commissions," declared Mr. Williams, "but we stoutly maintain the right to withdraw from the circles of those not standing by the principles and practices in which we believe. It is mighty gratifying to see the support of our program so nearly unanimous in the program so nearly u Rocky Mountain field.

Danger from Practices

"There is danger a grave situation may result from the policies practiced by the non-association companies in the field. The higher commissions paid by them might lead to the assumption that there is so much profit in the business that lower rates should prevail. The truth of the matter is, rates voluntarily have been steadily reduced for the past

25 years.
"Out here field men are deserting the "Out here field men are deserting the companies which withdrew from the Rocky Mountain Fire Underwriters Association. Practically every local agent in the mountain region has cleared his office of the non-affiliated companies, preferring to work with the association, and these field men, under these circumstances, can see no chance to build up a future by workin gfor a non-association company."

Depression Little Felt in Section and Drought Reported to Have Done Small Damage

DENVER. DENVER, Aug. 27.—Business de-pression, which has slowed up insurance sales as well as those in trade over the greater part of the United States this year, probably has been felt less in the mountain field than in the country at large. Premium income of fire companies, while not as large as for the same period last year, in most cases shows only a slight decrease, while some companies even have managed to show a fair margin of increase.

Crop Conditions Good

Agriculture and livestock are the basis for any prosperity that may be found in Colorado and this year crop conditions have been especially good, also in contrast to the country as a whole. This territory has escaped the severe and protracted drought which severe and protracted drought which has played havoc with crop prospects in so many sections. The only serious dry weather experienced so far this year was late in June, and most of the crops at that time were not sufficiently advanced to be materially injured. Rains have been numerous and timely since then, bringing quick recovery in most cases where any damage seemed to have been done. been done.

Losses have not been above normal and there seems to be very little indication of any moral hazard condition, such as has contributed to the development of a higher loss ratio in many territories.

Office Boys Once But Now Have Fine Position

DENVER, Aug. 27.—A recent meeting in New York reunited a number of managers who had served as office boys together many years ago. When Joseph C. Dinhaupt, manager of the loss department of the Daily General Agency, and past president of the Colorado Blue Goose, returned home from New York he recounted a number of meetings with men who now sit in deep swivel chairs in front of mahogany desks with numer-ous push buttons. These same men ous push buttons. These same men held their councils in a back room many years ago, sat on hard benches when they were not busy wielding the paste brush, and responded to the title of "office boy." Mr. Dinhaupt got his first insurance experience in the New York offices of the New York Underwriters. He and Milton H. Grannatt, western manager of the Liverpool & London &

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the Mystery from U. & O.

Globe at New York, were office boys together

Colorado Pond Meets

Troutdale-in-the-Pines, a hotel loa notel located in one of the most picturesque spots of the Rocky Mountains, was the scene of the dinner and dance of the Colorado Blue Goose Aug. 23.

Peter G. Scott Dien

DENVER, Aug. 27.—Peter G, Scott of Las Animas, Colo., president of the Bent County Bank, and operator of an important insurance agency for many

years, is dead at the age of 90, according to word received here yesterday.

Mountain Notes

The Home Indemnity of New York and the Nevada Fire of Reno, Nev., have been admitted to Colorado.

been admitted to Colorado, W. L. Braerton, president of Braerton, Simonton & Brown, Denver, is visiting home offices at St. Louis and Chicago.

nome omces at St. Louis and Chicago.

D. G. Mulligan, grading engineer of
the Mountain States Inspection Bureau,
is on a five-week tour of Wyoming
checking on protection in protected
towns. His reports will be the basis of
re-rating soon to follow.

MOTOR INSURANCE NEWS

Defer Enforcing Theft Clause the east for some time and has given

Some Southern Agents Object to the Deductible Plan Now Used in East

It has been decided not to make the automobile \$25-50 deductible theft clause mandatory in the south until January 1 next year. The clause has met with considerable opposition from some agents who declared that it would not meet with approval on part of the assured. In the south a restricted theft clause has been used on automobiles but un-derwriters and adjusters have felt that derwriters and adjusters have telt that this clause was out of date and not sat-isfactory. Hence the deductible theft clause was introduced. A number of agents are using the deductible clause with success but they can continue to use the old form the rest of the year. The deductible form has been used in

Uncover Theft Ring

OKLAHOMA CITY, Aug. OKLAHOMA CITY, Aug. 27.— Twenty-one listed stolen autobobiles were recovered by the police here as the result of discovery of what was said to be one of the most gigantic automobile theft rings in the city's history. Charges were filed against three of the oldest automobile dealers and two others are being held for investigation. gation.

Six charges of receiving stolen property were filed against widely known auto salesmen and heads of motor companies of the city, for failure to have possession of duly assigned certificates

of title from motor car owners, in connection with the probe.

At least 50 more stolen cars will probably be recovered according to an estimate of G. A. Burnham, head of the police stolen car department.

IN THE CANADIAN FIELD

Fire Prevention Week Plans

Canadian Proclamation Issued for October 5-11 - Government Starts Educational Campaign

OTTAWA, CAN., Aug. 27.—Canada's fire prevention week this year will be Oct. 5-11, inclusive. Announcement of the issuing of a proclamation for an educational campaign over this period was made by Sir George Perley, acting prime minister, following a sitting of

Throughout the dominion this campaign will be waged through lectures, moving pictures and literature, with the view of preventing fires. The governnent hopes to secure cooperation of all Canadians.

Prudential of London Will Write Life in Canada

The Prudential of London has been issued a license in the Dominion Canada to write life insurance in addition to the various other classes. Charles tion to the various other classes. Charles C. H. Drake, manager and actuary, and Frank C. Capon, assistant manager in Canada, are organizing the life insurance plant in the Dominion. It writes both ordinary and industrial life insurance in Great Britain but does not intend to write industrial in Canada. The Canadian head office is in the Dominion Square building, Montreal.

building, Toronto, and expects to secure general agencies of several companies

general agencies of several companies for the province of Ontario.

Mr. McIntosh was originally with the Eagle, Star & British Dominions and some four years ago promoted the Pilot Automobile & Accident which was recently taken over by the Standard Accident. He resigned last May as president and general manager of the company.

Hail Losses Enormous

An increase of 520 percent in Sas-katchewan hail losses up to Aug. 5 is reported by H. H. Campkin, secretary of the Hail Underwriters Association, of the Hail Underwriters Association, compared with the same period in 1929. Alberta showed an increase of 382 percent, and damage in Manitoba was 298 percent greater. More than \$1,500,000 is involved. Hail insurance covers an area 30 percent smaller than in 1929. The section hardest hit was north of Swift Current in the river district where Swift Current in the river district, where 100 percent losses were reported in some cases.

Wilhoit-Wood Nuptials

William F. Wilhoit, member of the Robert B. Owens agency of Maysville, Ky., has won a bride in Miss Viola Lee Wood of Lewisburg, Ky., near Maysville. They were in high school together.

Miscellaneous Notes

miscellaneous Notes

Thomas J. Grayson, manager of Blloxi, Miss., Insurance Agency, who underwent an operation for appendictis
last week, is recovering nicely.

A new schedule of advertising to be
used by the National Board in Kentucky
meyspapers has been mailed to all of
the agents and field men in the state,
along with letters suggesting that the
agents hook up their own advertising
with this advertising and ald the campaign, explaining that free mats and
plates are available on request.

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The National Underwriter

August 28, 1930

CASUALTY AND SURETY SECTION

Page Thirty-five

Sees Big Field for Fidelity

R. S. Hart Says Time Is Ripe for Intensive Canvass of **Employers**

CAN USE RECENT LESSON

Companies Have Had Many Claims Owing to the Crash in Stock Market

BALTIMORE, Aug. 27.-Robert S. Hart, vice-president of the Fidelity & Deposit in charge of its fidelity and bank department, believes that there were never stronger arguments than now for the solicitation of fidelity bonds, because of the tragic experience that the companies have had following the financial crash last fall. Mr. Hart finds that all companies that write fidelity bonds have had a multitude of claims that were brought to light through this sharp and sudden decline in the stock market. Many employes, bank officials and others have been speculating and undoubtedly have used money in their custody thinking that they would repay the "borrowed money" later on.

Crash Came Suddenly

These peculations evidently had been bing on for a long time. The crash mply brought them to light. The sudgoing on for a long time. simply brought them to light. simply brought them to light. The sudden turn in the stock market caught a number of people who were forced to run to cover and use funds in their charge to protect their accounts. As Mr. Hart points out, these contingencies may arise at any time. No one knows when a fidelity bond will come in good stead. in good stead.

Asked whether he felt an agent could Asked whether he left an agent could make a cold canvass successfully on fidelity bonds, Mr. Hart replied that undoubtedly he could. There are hundreds of thousands of prospects for fidelity bonds, he points out. Mr. Hart declared that agents and solicitors are prone to overlook the smaller fellows who really need protection. who really need protection.

Many Concerns Are Exposed

There are many mercantile establishments and other enterprises that have employes who have access to funds have employes who have access to tunds on hand. They are not bonded because the employer feels that they can be trusted or he shies at going to the expense of purchasing the bonds. It is the most trusted employes that often cause danger. Mr. Hart feels that an agent can go up and down the street and will be able to land many bonds if he knows his business can talk intellihe knows his business, can talk intelli-gently, can analyze the employer's needs and then show him how a fidelity schedule will help him. Mr. Hart emphasizes the need of careful preparation and knowledge of what is in the fidelity kit in the way of tools. There are various conditions found among employers. The agent should be suf-

Home of New York Fleet Shapes Up Casualty Plan

SERVICE OFFICES PROPOSED

Program Calls for No General Agencies-Effect on Southern Surety Is Discussed

NEW YORK, Aug. 27.—It is understood here that the newly launched Home Indemnity, casualty running mate of the Home of New York, will not appoint any general agencies, but will plant for the most part with agents of the parent company or its fire affiliations, who will report direct to the home office or the various departmental of office or the various departmental offices that may be established.

Service Offices Are Planned

Steps are already being taken toward Steps are already being taken toward establishing service offices in all important cities of the country. Their personnel will include special agents and expert advisers in some more highly specialized lines, particularly surety, who will assist agents in various small towns and cities in their territory in developand cities in their territory in develop-ing business. These will not be branch offices, however, in the usual sense of the word, as no business will be re-ported through them.

Development of this plan of opera-tion for the new company has resulted in some speculation as to what effect it will have on the agency plant of the Southern Surety, now under the same ownership and management, which operates on the general agency plan.

Intends to Retain Arrangement

The Southern Surety already has as sured some of its general agents, who have inquired regarding future policy in this respect, that it desires to retain

this respect, that it desires to retain its present arrangement with them, modified, perhaps, in some particulars.

It is understood that general agencies which are regarded as being really desirable connections will for the most part be retained, but it is considered quite probable that in cases where present affiliations are not considered and ent affiliations are not considered so de-sirable, they may be terminated and the Southern's business handled through the service offices established for the Home

ficiently familiar with what he has in stock to point out the best program to the prospect.

Mr. Hart also declares that there are thousands of people carrying fidelity bonds who are under-insured. They do not realize the danger to which they are exposed. Mr. Hart stated that in numerous cases people get the idea that a fidelity bond covers only loss of money or securities whereas merchandise of all kinds is covered and if stolen the company is liable. He believes that this fact should be emphasized more

than it is.

Regardless of the greater liberality of the fidelity bond and the fact that the old style individual bond is written but little anymore he thinks that the investigation and check-up on persons bonded should be continued. He said that his company endeavors to follow religiously, this course. It is not only a religiously this course. It is not only a protection to the company but to the

New Chicago Company to Write Full Cover Motor

T. H. REITER THE PRESIDENT

Illinois National Casualty Is Licensed and Will Take Over National Auto Underwriters

The Illinois National Casualty of Chi-The Illinois National Casualty of Chicago, which was organized to rewrite the business of the National Auto Underwriters of Chicago and has been licensed in Illinois to write full cover automobile insurance is preparing to move into its offices at 540 North Michigan avenue in the Michigan Square building, Chicago.

The paid up capital of the Illinois Casualty is \$200,000 and surplus is \$40,000. According to Winzer & Co., auditors who conducted some of the negotiations in connection with the organization of the new company, 80 percent

ization of the new company, 80 percent of its stock is owned by directors while 20 percent is held by policyholders in the National Auto Underwriters.

Reiter Is President

T. H. Reiter is president
T. H. Reiter is president of the Illinois National Casualty. He has been a director of the National Auto Underwriters and has had insurance experience since 1911. M. M. Godart is secretary and F. E. Gottner, who has been employed by the Chicago, Rock Island & Pacific railroad, is treasurer. Mr. Reiter and Mr. Gottner are directors as well as A. H. Hassell, W. F. Mayer, A. E. Hultzen, A. P. O'Hara, R. C. Reiter, A. J. Gottner and H. W. Snow. The National Auto Underwriters was established in 1916 and in 1918 it was merged with the National Automobile Protective Association of Danville, Ill.,

merged with the National Automobile Protective Association of Danville, Ill., and the office removed from Danville, where both originated, to Chicago.

It will operate only in Illinois where the National Auto Underwriters is licensely.

censable. The company will write only full cover automobile insurance.

Thomas H. Griffith in New Post

Ogden Davidson, Chicago manager of the Massachusetts Bonding, announces the appointment of Thomas H. Griffith as casualty underwriter. Mr. Griffith is as casualty underwriter. Mr. Griffith is the son of Mrs. M. A. Griffith, chief casualty underwriter for subagents for

the Continental Casualty.

Mr. Griffith served his apprenticeship with the Continental Casualty, working there nine years when he resigned to enter the service of Joyce & Co., Chicago general agents, as casualty under-

employer. Mr. Hart contends that agents or brokers who endeavor to pass by the inspection feature and have it waived are making a mistake. Every employer, he declared, should demand a careful inspection and investigation of an angliscate for a bondier. of an applicant for a bond.

Evolution of Modern Bond

The old original single fidelity bond the first instrument of this kind Each man had a separate bond and considerable time was taken in investigating the applicant. Then came the so-called fidelity schedule in which

Insurance Has Duty, Ives Says

Entire Business Should Unite to Oppose Radical Legislative Measures

TERMED CRITICAL PERIOD

Business Depression and Slow Recovery Sow Seeds of Discontent, Tells Minnesota Agents

Danger to insurance in the coming legislative sessions in many states is seen by Henry Swift Ives, special counsel Association of Casualty & Surety Executives of New York City, particularly because of the business depression and widespread public discontent at the slowness of the processes of recovery, he declared in a talk on "Insurance and the Readjustment Period," delivered at the annual meeting of the

Minnesota Association of Insurance Agents in Duluth.

Mr. Ives lays the present economic situation to the "vicious, unjust and dis-honest attacks" made against American honest attacks" made against American business in the last decade or more by demagogues and political racketeers. He says the recovery period is a critical one because the public is not content to sit back and permit constructive leadership a free hand in the slow rebuilding process, and radicals seize this opportunity to spread their propaganda.

Boost for State Insurance

As a result, he says, the Santa Claus idea of government enjoys a revival and the burlesque doctrine that the state can do everything for everybody at no cost to anybody finds many new disci-

Mr. Ives assures the agents, on the basis of insurance reports, that busi-ness is improving and he says the fall and winter in all probability will witand winter in all probability will witness a near approach to normal conditions. However, many elections are near at hand and more than 40 legislatures and congress are due to meet within the next five months. He says there is no question but that there will be an avalanche of radical legislation and insurance men can play an impor-tant part in staving it off.

Mr. Ives sees insurance as a key business in maintaining business stability, protecting under its wings nearly every human activity and enterprise and touching all classes of people. One of the stronger functions it is discharging in the present crisis is furnishing new capital for upbuilding the nation.

Affects All Policyholders

He says the investment features of insurance tend to make every policy-holder an investor, indirectly but none the less surely, and thus policyholders should be vitally concerned in protecting the political sovereignty under

(CONTINUED ON PAGE 38)

Financial Responsibility Conflicts with Risk Laws

INCONSISTENCIES ARE SHOWN

Canadian Superintendents Are Advised to Seek Revision of General Insurance Acts

Automobile insurance legislation, in-Automobile insurance legislation, including financial responsibility features, recently enacted in Manitoba and Ontario, necessitates revision of the general insurance laws of those provinces according to Charles Heath, Manitoba, and R. Leighton Foster, Ontario, who made a joint report on the subject to the Association of Superintendents of Insurance of the Provinces of Canada in session at Edmonton, Alta.

The two superintendents pointed out

The two superintendents pointed out that a number of inconsistencies occur between the provisions now contained in the highway traffic act of the two provinces and the provisions in the in-surance act. Because of this incon-sistency, for instance, the Manitoba and Ontario superintendents found it neces sary to approve within recent months policies absolving the insurer of liabilty while the driver of the automobile is intoxicated and an endorsement to the same policy declaring the insurer to be unconditionally liable.

Another Inconsistency

Furthermore, these superintendents have approved policies in which the contract is voided if the applicant falsely describes the property or knowingly misrepresents, whereas in the endorse-ment the insurer is held liable notwithstanding any misrepresentation insured.

Messrs. Heath and Foster expressed Messrs. Heath and Foster expressed the belief that when the necessary amendments to the Manitoba and On-tario laws are formulated, they will prove acceptable and desirable for Britprove acceptable and desirable for British Columbia, Alberta and Saskatchewan, independently of the enactment of financial responsibility laws by those three provinces. The two superintendents suggested that the amendments should be drafted with a view to enactment in the other provinces so that, if and when financial responsibility laws are enacted in those provinces, the and when financial responsibility laws are enacted in those provinces, the necessary amendments will be formulated and ready for simultaneous enactment with such laws.

One question which is not disposed of in the financial responsibility laws, according to the report, is how the

according to the report, is how the identity of the insurer is to be disclosed. Under the law an injured third party plaintiff may proceed to judgment against the motorist and have that judgment returned unsatisfied, and have strong reason to believe that the de-fendant was insured under a motor vehicle liability policy without having any means of compelling the defendant to disclose the fact as to whether or not to disclose the fact as to whether or not he is or was insured at the time of the accident. "Your committee," Messrs. Heath and Foster declared, "is of the opinion that some direct effective ma-chinery should be provided to meet this contingency

Special Committee Suggested

Messrs. Heath and Foster proposed Messrs. Heath and Foster proposed the creation of a special committee to cooperate with counsel for the associated underwriters with instruction to draw up the necessary amendments and present them through the mail for approval by the members of the association not later than 30 days prior to the propriet of the approval propriet of the propriet of opening of the next legislative session.

The committee expressed the opinion

The committee expressed the opinion that some sort of rate regulation must go hand in hand with financial responsibility laws. "We are impressed," the report declared," "with the fact that it would be a doubtful experiment to launch a safety responsibility bill, throwing upon offending motorists the duty of procuring insurance, without a duty of procuring insurance, without a corresponding provision securing them

Blossom Brothers to Compete for Big F & D Trophy

At the big casualty convention in White Sulphur Springs, George W. Blossom, Sr., of Chicago will be in the position of the woman spectator of a horse race, who was observed to shout, "Come on something."

"What do you mean, 'Come on some-thing?" a bystander inquired.
"I have \$2 on every horse in the race," she replied, "and I want something to

win."

If Fred S. James & Co. of Chicago can spare the services of George W. Blossom, Jr., and Francis Blossom, sons of George W. Blossom, at the same time, the two young men will compete in the golf tournament for the exceptionally handsome Fidelity & Deposit trophy.

Each of the brothers has won the Each of the brothers has won the cup on two occasions. The trophy goes to the player who wins it three times, so unless some dark horse appears, either one of the Blossom brothers will come into permanent possession of the prize this year if they both play. It is likely either that they will both contend or that neither will participate in the tournament, for a family rupture might well occur if one of them should get it without the other having had a chance to

The cup was first offered in 1924. Francis Blossom won it in 1925 and 1926. He has not contended since that time. The name of George W. Blossom, Jr., is inscribed on the cup for 1928 and 1929. The names of only two others appear thereon, the winner 1924 and the winner in 1927.

Francis Blossom was winner of the Chicago district championship in 1929 while George W. Blossom, Jr., is club champion of Shoreacres.

Fidelity & Deposit Gives Luncheon to Attorneys

The Fidelity & Deposit gave a lunch-eon to attorneys representing it at dif-ferent points and some special friends last Friday noon in Chicago at the Stevens Hotel at the time of the meeting of the American Bar Association Following the luncheon J. Harry Schis Association ler of the home office, assistant manager of the claim department, brought a greeting and introduced Col. R. Hill Carruth, representing President Miller, Vice-president Radcliffe and other executives. Colonel Carruth briefly told about the service the Fidelity & Deposit renders at annual meetings of the posit renders at annual meetings of the bar association and complimented the attorneys on their efficient work. Judge Arthur G. Powell of Atlanta responded on part of the guests. The Fidelity & Deposit had a battery of talent present in their large room at the Stevens, where it had stenographers employed and furnished service of various kinds to visiting attorneys. visiting attorneys.

Carbon Dioxide Tank Is Cause of Bad Explosion

Explosion of a carbon dioxide tank in connection with the cooling system of the Orpheum theatre at Leavenworth, Kan., Aug. 20, resulted in the death of the orchestra leader and injury of a ma-chinist. Though the 700 patrons stamchinist. chinist. Though the 700 patrons stain-peded, all escaped the building with-out injury. Several investigations are under way in an effort to determine the cause of the explosion.

the right to obtain it on terms fair both to the insurance companies and to themselves."

Logan Heads Commercial Travelers' Organization

FEDERATION MEETS IN BANFF

Increasing Use of Automobile and Plane Reflected in Fatal Accident Experience of Traveling Men's Carriers

The increasing use of the automobile and the airplane and their accompanying hazards are being reflected in the fatal accident experience of the International Federation of Commercial Travelers Insurance Organizations, according to the report of Secretary Ira F. Libby of Boston at its annual meeting at the part of the secretary Ira F. Libby of Boston at its annual meeting at Part of Secretary Ira ng at Banff, Canada.

While in 1916 there was one death for

1,997 members of the companies in the federation, this ratio has steadily increased to one per 1,497 in 1927; one to 1,419 in 1928 and one to 1,270 in 1929, and the ratio now stands at one per 1,203 certificates issued. The total number of fatal accidents reported for the year just closed was 698. While most of the associations in the federation do not insure against airplane fatalities, two of them do pay such claims and their experience has not been favorable.

Membership Shows Increase

The total number of accident policies issued by the combined associations the past year was 839,453, as compared with

issued by the combined associations the past year was 839,453, as compared with 825,773 the previous year, a gain of 13,680. Rates have increased a few cents in the last five-year period.

T. S. Logan of the Travelers Protective, St. Louis, was elected president; A. J. Alwin, Minnesota Commercial Men's, Minneapolis, vice-president, and Ira F. Libby, Commercial Travelers Eastern Accident, Boston, was reelected secretary-treasurer. The new executive committee includes H. E. Trevvett, Commercial Travelers Mutual Accident, Utica, N. Y.; R. A. Cavenaugh, Illinois Commercial Men's, Chicago; H. E. Rex, Towa Traveling Men's, Des Moines; William M. Sullivan, Columbus, O., and Lacey R. Blackman, New Haven, Conn. Resolutions were adopted on the deaths of Walter D. Murphy of the United Commercial Travelers, Columbus, O., president of the federation, who died last January, during his term of office and C. B. Nichols of New Haven.

died last January, during his term of office, and C. B. Nichols of New Haven, Conn., a member of the executive committee, who had attended every meeting of the international federation.

Trevvett Discusses Accounting

Each of the 11 member associations as represented at the convention. Logan was in charge as acting president. Secretary Libby was appointed a com-mittee of one to look after legislative matters and attend meetings of insurance commissioners and legislative hear-

H. E. Trevvett gave perhaps the outstanding paper of the three-day session on "Cost Accounting Methods as Applied to Assessment Associations." He laid special emphasis on economies and the claim experience on different classes exposure and ages of insureds. Coun-l M. P. Phillips of Portland, Ore.,

discussed insurance laws.

It was voted to hold the next convention at the Hotel Wentworth, Newcastle, N. H., in August, 1931.

Open Cleveland Branch

The Employers Liability and American Employers have opened a branch office at Cleveland. Wm. N. Simons has been appointed manager. This office will have charge of a large portion of northern Ohio with the exception of Cuyahoga county for the Employers Liability and will also handle northern Ohio including Cuyahoga county for the American Employers. The Cleveland Insurance Agency will continue to have charge of Cuyahoga county as ge agent for the Employers Liability. new branch office will be located at 726 Guardian building.

Accident & Health Scale of Commissions Too High

PRINCIPAL CAUSE OF DEFICITS

Company Officials Meet on Problem in East-Executive Shows Danger of Present Policy

Accident and health, which admittedly has had bad combined loss and expense experience of late years, needs drastic action to reduce commissions to a maximum of 25 percent, one of the most competent underwriters in the business recommends this week.

This official finds no excuse in the ratio of losses over several years for the underwriting loss which has been suffered quite generally. He the blame on acquisition cost. He lays all

Company Official Comments

"Losses have averaged around 53 per-nt," he says. "Anybody knows that cent," he says. "Anybody knows that loss ratio can run 55 percent and still permit a profit. The trouble is solely in the high commissions paid. They average about 35 percent on accident and health.

"That makes 88 percent gone, and even with most efficient home office management, administration expense is

management, administration expense is bound to be about 20 percent.

"Figure it out. Add 88 percent and 20 percent, and you get an underwriting loss of 8 percent. Even when investment profit was at its peak there was little hope of netting as much as 8 percent on investments. Even if that were possible, a company could do no better than break even. Now that investment profit is down, the situation is beginning to pinch seriously."

Discuss Problem in East

Recently there have been held in the east several conferences of accident and east several conferences of accident and health company executives to mull over this problem. Accident and health specifically was excepted from the casualty acquisition cost rules, and it was not taken up officially by the special cost quiz of the commissioners at Chicago in June.

There is some reason for believing that accident and health has offered a

that accident and health has offered a "safety valve" for letting off pressure of the casualty cost rules, and that many companies, if they have observed the casualty rules in any degree, have of the casualty cost rules, and that and, companies, if they have observed the casualty rules in any degree, have granted favors to producers on that class as compensation.

Needs Concerted Action

Needs Concerted Action

The official quoted above believes that a determined stand of five or six big accident companies for 25 percent top would swing the majority of companies into line. He says if a half dozen important companies would make this limitation effective, the move would be hailed with joy by many companies now at their wit's end how to make accident and health pay by any other means, and the business would be immeasurably benefited.

Nonownership Public Liability Service

Non-ownership public liability is the livest automobile line to-day. Yet few agents are really equipped to sell it properly. There are more angles to "Non-Ownership P. L." than most agents have any idea. Twenty pages are devoted to this one subject in the Fire, Casualty & Surety Bulletins. This is but one example of the facilities that these distinctive Bulletins offer to their subscrib-

Published by The National Un-derwriter, 420 East Fourth street, Cincinnati, O.

Great American Casualty Affairs Again to Fore

PETITION TO FORCE ISSUE

Pacific States Life Seeks to Get Action from the Illinois Director of Trade and Commerce

The affairs of the Great American Casualty of Chicago are again in the courts. A cross bill seeking to force the Illinois director of trade and commerce fourts. A cross bill seeking to force the fillinois director of trade and commerce to approve the reinsurance of the company into the Pacific States Life of Hollywood, formerly the Mountain States Life, has been filed in the circuit court at Chicago. The state authorities filed a bill long ago alleging insolvency of the Great American Casualty and asking for the appointment of a receiver. Action on this petition has been deferred since it was filed November, 1929, inasmuch as the company was negotiating reinsurance. Attack was made on the constitutionality of the act providing for the establishment of the state bureau, under the director of trade and commerce, and the issue has been hanging fire. been hanging fire.

Says Agreement Was Violated

The cross bill declares that Director Lowe has broken an agreement that he made verbally to the effect that he would made verbally to the effect that he would give his approval to the reinsurance of the Great American Casualty in the Pacific States Life if the latter were able to obtain a license in Illinois. The bill points out that a license has been granted on a mandamus order of the Illinois supreme court but that the director has failed to approve the reinsurance agreement. The Pacific States declares that under the law the director must approve a reinsurance deal within 15 days after it has been submitted to his office, or state in writing the reason his office, or state in writing the reason for denying approval. The petition states that the director has failed to do

states that the director management of either.

The original request for approval of the reinsurance was made, it is alleged, in December, and renewed when the license of the Pacific States Life was granted in July. The Pacific States Life in its petition declares that the Illimois department has harrassed the Great American Casualty by unnecessary examinations. It is also contended that approval of the reinsurance proposal has not been made, with a view of harming

the company.

The bill seeks to enjoin the director from further delay in approving the re-insurance proposal. It also seeks to reinsurance proposal. It also seeks to restrain him from additional examination of the books and records of the Great American Casualty and from further delaying the transfer of \$110,000 of securities of the Great American Casualty on deposit with the department to the Pacific States Life except sufficient to provide for the protection of the policyholders of the Great American Casualty in Illinois after the reinsurance is effected.

Hamilton Executive Special

David B. Hamilton has been appointed executive special agent of the National Union Indemnity with head-quarters in Pittsburgh. He visits the various branch offices looking after the claim departments.

Rule on Broker's Business

OLYMPIA, WASH., Aug. 27.—In reversing the jury verdict in Hansen vs. McNally and Continental Casualty, Washington supreme court that unless an insurance agent has formally accepted an application from an insurance broker, the insurance is not in effect. The higher court ruled that the effect. The higher court ruled that the verdict awarding substantial damages to plaintiff should be disregarded as the business had not been accepted by an agent of the Continental.

Owners of Horses and Ponies Need Liability Cover

The need for public liability insurance ponies rented for public nability insurance protection by the owners of horses and ponies rented for public use has been clearly indicated by two personal injury damage suits filed in the St. Louis district within the past few days

Miss Bille Doss, 21 years old, of Dallas, Tex., who is now residing in St. Louis, has instituted a suit in the St. Louis circuit court asking for \$50,000 damages from the Missouri Stables, St.

Her petition avers that one day last spring she hired a saddle horse from the stables and accompanied by a friend started on a ride through Forest Park. Her horse bolted and threw her to the ground. Her right ankle was fractured and she sustained cuts and bruises. She charges that the horse rented to her was "vicious" and that the stirrups had not been properly adjusted.

not been properly adjusted.

In the circuit court of St. Louis county at Clayton, Mo., a \$15,000 damage suit has been filed on behalf of 3-year-old Caroline Nelson, daughter of Mrs. Rose Nelson, St. Louis, against the West Lake Amusement Company, operators of an amusement park. This petition charges that on July 4, last, Caroline was riding on a pony rented at one of the concessions in the park when the animal became unmanageable, threw the child to the ground and kicked her in the left side of the face, leaving a permanent scar. The petition states permanent scar. The petition states that the child suffered concussion of the brain and other injuries. It avers that the attendant was negligent in not strapping the child to the pony's back so she could not fall.

E. F. Foster Becomes Manager

Edgar F. Foster, who has been assistant manager of the Fidelity & Deposit New York office since April, has been promoted to manager of that office. Before going to the New York office Mr. Foster served 25 years in the home office of the Fidelity & Deposit where attained the position of assistant

he attained the position of assistant manager fidelity department. He has had considerable field experience throughout the country as well as underwriting knowledge.

Complete Allotment

BALTIMORE, Aug. 27.-Apple & Bond, general agents for the Travelers, report that August is allotment month and that to date five of the agency have completed their allotment. Two of these are new men, appointed this year—W. J. Wilson and W. J. Ewing.

Kentucky Companies Merge in \$1,000,000 Combination

CONSIDER OTHER ADDITIONS

Atlas-Republic Formed from Republic L. & A. and Atlas L. & A .-Capital Is \$400,000

LOUISVILLE, Aug. 27.-Announce-LOUISVILLE, Aug. 27.—Announcement is made of merger of the Republic Life & Accident of this city and the Atlas Life & Accident of Campbellsville, Ky., into the Atlas-Republic, capitalized at \$400,000, surplus \$200,000. This action followed meeting of the two boards jointly after they had met separately and ratified the plan. The announcement is made by J. H. Pickett, Campbellsville, first vice-president.

Other officers of the combined com-

Campbellsville, first vice-president.

Other officers of the combined companies are: Chairman, Alfred N. Estes, formerly president Republic; president, H. T. Parrott, Campbellsville; vice-president, M. L. Kennedy, Louisville; secretary-treasurer, W. L. Mitchell, Campbellsville. Members of the two boards, it is said, will function until a meeting in January.

Kenneth White will be assistant secretary: C. E. Ellwanger, assistant man-

retary; C. E. Ellwanger, assistant manager in charge of the commercial department; T. B. Newburn, auditor; T. J. Mitchell, director, and also supervisor of western Kentucky.

Details of Arrangement

The industrial department will be at Campbellsville. where the home office will be located, but the commercial department and executive offices will be located at 1469 South Fourth street, Louisville, the Republic's home office some time

Both companies were formed in 1928, and have a combined gross income of approximately \$1,000,000 a year, which is said to be the third largest of any life and accident company in the state. e combined companies are operating Kentucky and West Virginia, and plan to file applications to operate in three or four additional states.

Estes states that plans are under consideration to obtain and merge three or four other companies, which would result in a large organization.

Leaves Central Surety

Roy S. Manor, for about two years head of the advertising department of the Central Surety of Missouri, has resigned and gone with a St. Louis insur-ance advertising firm. He came to the Central from the Aetna Casualty, where he was in the agency department. Before that he had been in local agency work at Chilicothe, Mo.

Danger Seen in "Cheap Insurance"

A company man gives an illustration of how some assureds in the effort to get less expensive insurance often run into a lot of trouble. He tells about the experience of Homer J. Cochrane, a local agent at Troy, N. C., who from July, 1929, to July of this year, carried the compensation insurance for one of his fellow townsmen. A few weeks before expiration the agent reminded the assured that he had received a renewal policy and felt, of course, that it could be delivered. Here is what the manager said about it:

"The assured pleaded hard times, be-moaned the fact that all he could make went to insurance companies, cussed out the state for making him carry it and said he thought he would be forced to give it to a mutual. Mr. Cochrane did his best to persuade him to leave the policy where it was and the matter was finally suspended until the assured could 'think it over.

"About a week before expiration date,

a representative of the Lumbermans Reciprocal called on the assured and made a bid for the \$80 premium. The lure of 'something for nothing' had had its tell-tale effect and an applica-tion was completed. Whereas fellowtion was completed. Whereas fellow-townsman Cochrane would have gladly extended 60 days' credit, this stranger demanded payment upon receipt of the policy. The policy was duly received and check went forward immediately.

of and check went forward infinediately. So far, so good.

"A few days later, however, the assured received notice from the state that the Lumbermen's Reciprocal Association was in the hands of a receiver and it would be necessary for him to and it would be necessary for him to immediately secure other compensation insurance. To go deeper, the irony of fate stepped in with a return premium of nearly \$4 on the stock company policy. And the assured will be lucky if he loses no more than the amount of his check! No doubt, there are skeptics in source town too."

Predicts 200,000 People Will Be Carried by Planes

WASHINGTON, D. C., Aug. 27.—The United States Department of Commerce has predicted that at least 200,000 passengers will be carried on scheduled air transport lines in 1930 and that approximately 150,000 passengers patronized the lines in 1929. The report shows that 100,000 miles of report shows that 100,000 miles of scheduled service are being flown in the United States every 24 hours. Eighteen months ago 35 companies were operating 59 scheduled air lines, flying a total of 69,000 miles every 24 hours, while now there are 45 such companies flying 120,000 miles a day and operating 137 mail, passenger and express routes. There are and express routes. There are States today, about 20 percent being used for pleasure and 80 percent for miscellaneous com-mercial activities.

Rules Assureds Are Liable in Lumbermen's Reciprocal

Attorney General King of Oklahoma, prompted by the question of liability of employers who were insured for workmen's compensation in the Lumbermen's Reciprocal of Houston, which failed, rules that an employer is liable for any compensation awarded by the industrial commission. The employer must pay all claims when the carrier becomes insolvent and is unable to meet its obligations. its obligations.

Volume Holds Up

MONTGOMERY, ALA., Aug. 27.— Despite the belief that the recent large increase in bank robbery insurance rates would tend to reduce the volume, casualty agents here report that there

casnaty agents here report that there has been no apparent curtailment by the banks in this territory.

"The banks are paying the advance in premiums without a murmur," said the agent of a large company. "In view of conditions existing at present, it seems robbery insurance is something that banks have decided they must have at any price. The volume with us has shown no decrease."

Fails to Pay Judgment Faces Six Months' Jail

Joseph Costa, an East St. Louis, Ill., grocer has been taken to the St. Clair county jail at Belleville, Ill., Aug. 18, to begin serving a six months' term under the Illinois imprisonment act.

In June, 1928, the day after a judgment for \$10,000 had been rendered against him by a jury in the East St. Louis city court in a personal injury damage suit Costa disappeared. Louis Schwent, of 5065 Geraldine Avenue, St. Louis, was the plaintiff claiming to have Schwent, of 5065 Geraldine Avenue, St. Louis, was the plaintiff claiming to have been injured by Costa's automobile. Schwent was repairing a tire on his own automobile on the highway in National City on Nov. 16, 1927, when Costa's machine struck him. Schwent's leg was fractured and he suffered other injuries.

Testimony at the trial was that Costa and two companions had laid Schwent

and two companions had laid Schwent beside his wrecked machine and fled.
On Aug. 18 Schwent's attorney met Costa on the street and caused his arrest, paying the county authorities \$7 in advance for one week's board in the county jail. Under the imprisonment law the debtor must remain in jail so long as the aggrieved party pays the county the board of \$1 a day, the maximum term being six months. mum term being six months.

Insurance Has Duty, Ives Says

(CONTINUED FROM PAGE 35)

which insurance investments are made; otherwise with radical and repressive legislation the value of property in which insurance funds are invested

legislation the value of property in which insurance funds are invested would be depreciated.

Despite the "dizzy financial situation" of the last six months or more there have been no failures worthy of note in insurance, he says. The vast_invested funds are unimpaired. He sees this as the outstanding economic and social achievement of modern civilization.

Cites Workmen's Compensation

He points to workmen's compensation as an outstanding example of governmental meddling with private business. "It is not generally understood even in insurance circles that the most widespread government ownership project in America today is to be found in this field," he says. "No other business is so extensively affected by government competition. No other commercial enterprise is engaged in by 17 states and no other private business has been driven out of seven states."

been driven out of seven states."

He sees a very real threat of proposed legislation for state compensation funds, perhaps with Missouri leading the van. With a number of states enjoying compulsory automobile liability laws, there is a strong move through the nation to make this monopolistic.

Rebate Problem Gets an Airing

(CONTINUED FROM PAGE 21)

agent," Mr. Scherfe declared, "can find away goes the good work, for the big company has opened the door, when the agent should plainly have stated to the company: 'Get thee behind me, Satan; I am going straight or quit.'" I am going straight or quit.'

Urges Agents to Stand By Their Guns

"Stand by your guns," Mr. Scherfe added. "Get the high price. Be a high price agent. Let everybody realize that when he is doing business with you, you are always ready to give him your best service, to show him that you know something about your wars and that something about your wares and that you will deliver to him the policy in the company 'than which there is no better,' at the lowest price consistent with good practice, good service and one that is ready to pay any loss and do it cheerfully—without a lot of petty noises that usually come from cheap men who need to make back the cut

they took from the original premium.

"If you and I," Mr. Scherfe concluded, "represent different companies, but give the assured equal service at the same premium, we will all get our share and live happily."

Sees Big Field for Fidelity

(CONTINUED FROM PAGE 35)

a single instrument covered a number of specific people, each for a separate amount stipulated. This form is still sold in many instances and it appeals to a large number of employers. There is less likelihood of dispute arising over it. Then came the position bond where the position rather than the person was bonded, various positions carrying various obligations. There is more or less friction over adjustments as new positions were created and notice not given the company. In a bond of this kind it has not been practical to make the the company. In a bond of this kind it has not been practical to make the investigation as before inasmuch as men were shifted from position to position and the position itself was covered. A blanket position bond is a position schedule bond.

Then came the primary blanket fidel-

ity bond where a concern

for a lump sum of a certain amount but each employe was covered for a flat tor a lump sum of a certain amount but each employe was covered for a flat amount. The excess blanket fidelity bond was devised to supplement the primary blanket fidelity bond inasmuch as some employes were exposed to much greater risks. It was found necessary, therefore, to have an excess blanket bond whereby certain positions or men were bonded for larger amounts than the flat amounts.

Canada Topics Are Discussed

(CONTINUED FROM PAGE 3)

resentatives of the insurance interests

present to this practice.

On Monday evening the government of the province of Alberta tendered a banquet to the superintendents and out of town visitors at which Superintend-ent Garrett of British Columbia, Henry E. North, third vice-president of the Metropolitan Life, Ottawa, and John B. Laidlaw, president Canadian Security Insurance Company, Toronto were the chief speakers.

Tuesday the insurance fraternity of Alberta tendered a luncheon to the superintendents at which Superintendent Dugal of Quebec, vice-president of the association, James V. Barry of the Metropolitan Life, New York, and Henry S. Ives of the Casualty Executives Association, New York, were the principal

Automobile Insurance Legislation

On Tuesday, the session opened with discussion of the report of automobile insurance legislature. This proved a long discussion which resulted in the report being referred back to the committee for further consideration report. The report had recommended that special committee be appointed to draft amendments to the provincial insurance laws of the character embodied in the amendments to the provincial insurance laws of the character embodied in the new financial responsibility provisions of the Manitoba and Ontario motor vehicle laws. Representatives of the automobile underwriters present thought that this committee should be instructed to deal with the whole question of financial responsibility laws. The committee cial responsibility laws. The committee is insistent that the proposed special committee should not be called upon to deal with anything except the definite task of drafting suitable amendments to the insurance laws.

Committee on Blanks Reported

Consideration of the report of the standing committee on annual statement blanks was given. Recommendations embodied in the report were vigorously attacked by representatives of the fire and casualty companies. It was finally arranged that the companies should re arranged that the companies should re-duce their criticisms to writing and pre-sent them to the secretary within the next few days for inclusion in the con-ference proceedings: that the standing committee on blanks should be in-structed to hold a meeting in Toronto or Winnipeg in October with full power to consider the recommendations of the companies; to settle controversal questions and to promulgate, on behalf of the association, uniform blanks for use in reporting the current years' business.

Need More Data For Air Cover

(CONTINUED FROM PAGE 3)

what is known as a tentative rate

by telegram or letter.

Some fact concerning the operation of the aircraft may be omitted, which had it been mentioned would have enabled the underwriter to quote a lower rate had he known all the facts.

"That very important factor, prompt convice can only be rendered when com-

service, can only be rendered when com-plete information is given to the underwriter so that definite rates may be sub-mitted for the prospect's approval, and the binding of the risk," Mr. Auer as-

IOWA AGENTS IN "JUST US" PARTY

(CONTINUED FROM PAGE 21)

offering for sale to agents stock unless it offered "in good faith and in belief of after strict investigation that the purchase of stock by agents shall be an investment and not a speculation and with reasonable assurance of adequate returns and stability of value on the basis of the purchase price of the stock."

Mr. Hynes protested that the resolution was inappropriate inasmuch as making investments was a problem of individual judgment. His motion to table

the resolution prevailed.

E. M. Wesner, Burlington, presented a carefully prepared address on "Auto-mobile Insurance and Present Rates," in which he advocated by enactment the creation of a standard automobile in-surance policy to be offered by mutuals,

surance policy to be offered by mutuals, reciprocals and stock companies.

Although automobile fire, theft and windstorm contracts of all carriers are well standardized, Mr. Wesner pointed out the vast differences in public liability, property damage and collision coverages between the stock companies and

"The stock company," he declared, "stands in the shoes of the insured, assuming any expense he may incur in defense of his rights."

Contracts in other classes of carriers, he added are so hedged about with restrictions, that the purpose for which a policy is purchased is often nullified.

Question Rates of the Stock Companies

Mr. Wesner questioned whether stock companies, especially those belonging to the National Automobile Underwriters Association were not too conservative in there rates.

"Safety first," he said, "is all right and deliberation is good. Large bodies move slowly, but sometimes before they turn around the smaller craft are under full headway.

"If, however." he continued, "other companies are doing business at less than cost or even at cost, if they are relying on increases in business to take care of present losses, robbing Peter to pay Paul, there is but one answer ultimate failure.

Mr. Wesner hazarded the opinion that conference companies may be influenced in perpetuating higher rates because they are discounting future losses through crime, growing congestion, higher speed, carelessness and irresponsibility of drivers but he said that 109 companies do-ing a public liability and property dam-age business in the United States for 1927-28-29 an average loss ratio of 46.5 while 96 companies in Iowa for 1928-29

had a ratio of 30.5.
"Does the auto business contribute to the support of other casualty lines, he asked? "Or is Iowa helping to pay losses in other states. The difference in losses in other states. The difference in rates is serious and I hope there may be a solution so that companies and agents. can retain and increase their business.

W. B. Calhoun Spoke for National Body

Mr. Calhoun reported on several problems of the agents today. He said that an agreement had been reached between companies and agents whereby the prob-lem of the non-policy-writing agent in Detroit was on the road to solution. He said that many of the original mistakes in the Interstate Underwriters Board had been corrected and that the agents no longer need regard that organization with suspicion. He urged that greater attention be paid to small town agents and advocated sectional meetings so that producers of graded amounts of premium income might as-semble with their colleagues of like stature. This experiment, he said, will tested at the Dallas convention of National Association.

Mr. Calhoun also mentioned the im-

provement in physical make up of the

"American Agency Bulletin."
Reports were presented by William
J. Holland, Iowa City, secretary; Howard Burleson, Cedar Rapids, chairman Iowa representative on the conference committee of the National Association.

Mr. Burlesin reviewed the hearings on acquisition cost in Chicago and he entered a condemnation of two compa-nies charged with entering into an agreement for offering insurance as a bonus by merchants.

The new president was authorized to appoint a committee of five to cooperate with a committee of three of the Iowa Fire Underwriters Association on joint problems. Creation of this committee was proposed in a communication from James P. Fellows, secretary Iowa Fire Underwriters Association. This move was heralded as a fine gesture on the part of the companies, and a valuable effort on the part of companies and agents in striking at their mutual en-

Bostonians Ready for 1930 Meeting of Commissioners

BOSTON, Aug. 27.—Boston and neighboring insurance interests are preparing to give visitors from the National Convention of Insurance Commissioners a cordial welcome when they swing around this part of New England in their tour from the convention head. in their tour from the convention head-quarters at Hartford.

The visitors, some 150, will arrive at the New Ocean House, Swampscott, late in the afternoon Sept. 12, on the bus ride from Poland Spring, Me. A banquet will be given the commission-ers' party at the New Ocean house that evening. A prominent Massachusetts man is expected to speak and there will be interesting entertainment and sou-venirs symbolic of Massachusetts.

Saturday the busses will convey visitors through Lexington, Concord and parts of Boston, visiting historic sites, and depart for Rhode Island and Squantum by way of Boston's parkway boule-

Edward C. Stone, United States manager of the Employers Group, assisted by Attorney Gay Gleason and a general representative committee which is being built up, have charge of the arrange-

McDonough with F. & C.

BECKLEY, W. VA., Aug. 27.—E. J. McDonough, prominent business man of Beckley for the past nine years, will go to Charleston as special representative for the Fidelity & Casualty Sept. 1.

Mr. McDonough is disposing of his interests in the Beckley Insurance Agency, with which he has been associated as vice-president. A. K. Canter-

ciated as vice-president. A. K. Canter-bury and H. U. Sloan, members in the local concern, will be in sole charge of the business.

Examine the Seaboard

NEW YORK, Aug. 27.—The New York department in its regular examination of the Seaboard Surety reports as follows: Total admitted assets, \$2,317,252; premium reserve, \$337,726; net surplus, \$844,549, which added to capital gives \$1,844,549 as surplus to policyholders. The Seaboard Surety began business Jan. 1, 1928.

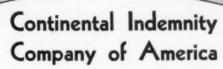
Adjuster Morden Dies

HAMILTON, CAN., Aug. 27.—Manley B. Morden, president of Morden & Helwig, casualty adjusters, died at his home here. Before entering insurance work in 1922, he was manager of the Hamilton branch of the Canadian Rank of Commerce. Bank of Commerce.

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Jerome B. Mc Gutchan President.

Place Your Automobile Insurance with a Growing Concern

Substantially backed by insurance men of financial means and guided by Darby Day's extensive insurance experience and ability as an organizer and builder, the Continental Indemnity Company of America is aggressively pushing automobile insurance.

[a Darby Day Company]

The 5-Point Complete Auto Policy offered by this company provides ample protection against every possible automobile loss. Agents find the 5-Point Policy easy to sell because it so thoroughly fits every motorists needs and is sold at independent rates.

Do you desire to represent a strong non conference company offering automobile policies you can sell easily—a progressive company that knows how to handle agents and give them close personal assistance?

Andrew J. Cann Resident Manager

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DALLAS, TEXAS

EDWARD T. HARRISON PRESIDENT

NEWS OF THE COMPANIES

Fireman's Fund Indemnity to Be Ready to Write Country Wide Early Next Year

SAN FRANCISCO, Aug. 27.—Following the arrival in San Francisco of Eugene F. Hord, recently appointed executive vice-president of the Fireman's Fund Indemnity with jurisdiction over

Fund Indemnity with jurisdiction over the eastern department, and Edward V. Mills, who is to be secretary, President J. B. Levison announces plans for development of this latest addition to the Fireman's Fund group.

Two regional departments are to be established, with the Pacific Coast states reporting to the head office and all states east of the Rocky Mountains, including Arkansas and Texas, but excepting Wyoming, Colorado and New Mexico, under jurisdiction of the eastern department with headquarters in New York.

Complete Arrangements Soon

It is planned to write all the usual lines and, according to President Levi-son's announcement, it is anticipated lines and, according to President Levison's announcement, it is anticipated that by the time the final payment of the stock subscription has been made Nov. 25, admission to the various states will be complete so that the company will be in a position by the end of the year to write business generally throughout the country, "Writing practically all lines, 'nation-wide,'" according to President Levison. He adds that he confidently hopes that entrance in California and New York, with possibly some other states, may be accomplished at an earlier date.

other states, may be accomplished at an earlier date.

Mr. Hord plans to remain in San Francisco for about a month. Mr. Mills is to remain at the head office where he will have charge of the company's corporate affairs, directing the company's entrance into various states as requirements of the business indicate.

Company Notes

The Bankers Indemnity has entered Louisiana.

The United Pacific Casualty of Seat-tle has been licensed in Idaho and Ore-gon to write fidelity and surety busi-ness.

Write for the free booklet "New Guide Greater Profits." The National Un-erwriter.

Suggests First Aid Fund for California Injured

SAN FRANCISCO, Aug. 27.-At the Casualty Insurance Institute of San Francisco last week, Edgar C. Levey, speaker of the Legislative Assembly of California, said that minor changes probably would be made in Califor-nia's financial responsibility law at the 1931 session and suggested that it might be advisable to in-crease the annual license fee of crease the annual license fee of California motorists from \$3 to \$4, thus creating a fund of two or three million dollars a year to cover the cost of first aid to those injured on the highways of the state. Coming from Mr. Levey, author of the law and prominent in public affairs, this suggestion is certain to attract considerable attention. tention.

In his talk, Mr. Levey reviewed the history of the financial responsibility act and said it appears to be working out satisfac-

Levison Announces His Plans | Comments on Upward Trend

President Hansen of International Reinsurance Interprets July Record as General Business Betterment

Gross income of the International Reinsurance of Los Angeles reached a new peak in July, according to Carl M. Hansen, president, the total being \$564,000. This is a record for any one month in the company's history. Net, or excess income over disbursements, for the month amounted to \$240, 000, as against an average of \$171,000 a month for the first six months of 1930.

"Apart from showing the growth of this company," Mr. Hansen said, "I think that this big increase can also be regarded as an indication of the reported upward trend in general business con-ditions." ditions.

ditions."

In addition to the increase in gross and net income for July, President Hansen's report also discloses that gross assets July 31 increased \$240,000, now being \$8,538,000, or \$1,877,000 gain over July 31, 1929. After providing for \$75,000 dividends and adding \$218,000 to insurance reserves in July, surplus was increased \$11,000 to \$3,134,000.

Pacific Indemnity Reports

Loss Ratio Decreased 14 Percent-Assets Gain \$352,297—Gross Premiums Show Small Loss

According to M. R. Johnson, executive vice-president of the Pacific Indemnity of Los Angeles, its loss ratio for the first six months of 1930 on an earned premium basis decreased 14 percent. Assets increased from \$7,301,657 to \$7,500,657 earners of \$255,000. 653,955, a gain of \$352,297. Gross premiums written, after deducting cancellamiums written, after deducting cancella-tions for the six months ending June 30, last, totaled \$3,682,123, against \$3,691,-915 for the same period of 1929, a de-crease of \$9,792. Due to the fact that the company reinsured a larger percent-age of the gross writings during 1930 than it did during the first six months of 1929, a decrease in net writings, re-sulted after reinsurance, of \$46,973. Insurance reserves were increased \$49,266, while \$125,000 was allocated the contingent fund. \$105,000 declared in

the contingent fund, \$105,000 declared in dividends to stockholders, and \$171,860

dividends to stockholders, and \$171,860 credited to surplus account, increasing the surplus to \$2,156,463.

An unusually favorable underwriting experience was recorded during the first half of 1930, the report showing losses incurred to premiums earned of 44.78 percent against 52.09 percent during the similar period of last year. Underwriting the similar period of last year. similar period of last year. Underwriting and loss expense incurred to premiums totaled 46.53 percent, against 49.48 percent during the corresponding period of 1929.

Will Dedicate New Office

The Washington Fidelity National of Chicago, which has moved its home office to 1737 Howard street, will formally open its quarters at the time of the agency convention, Oct. 6-8. The new offices are one block west of its present of-

Aetna Life Convention

Plans are now being formulated for a regional convention of representatives of the Aetna Life and affiliated companies to be held at Del Monte Sept. 15-17. W. L. Mooney, vice-president, and a number of other home office reresentatives will be in attendance and will assist in the educational discussions of the various lines which are to be a feature of the conference. Golf and tennis tournaments with a barbecue luncheon are to have a prominent place luncheon are to have a prominent place on the program.

IT HAPPENS EVERY DAY

MR. BLANK and his wife were celebrating their tenth wedding anniversary. Indeed, it was a happy celebration, for they were about to realize a dream of a decade. They had finally accumulated sufficient with which to build a home.

Someone suggested that the contractor furnish a bond but Mr. Blank decided to save this expense and carry the risk himself.

The house was nearly completed, in fact, Mr. Blank had already made three substantial payments to the contractor when suddenly the contractor vanished.

Mr. Blank later learned that the man to whom he had entrusted the building of his home, had experienced difficulty on another job and was using Mr. Blank's money to try and avoid disaster on the other project.

The second blow was registered when liens were filed against the property for unpaid labor and material.

NOTE: All of the grief that followed could have been avoided if Mr. Blank had required a bond from his contractor.

Detroit Fidelity and Surety Company

HOMER H. McKEE, President

DETROIT, MICHIGAN

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Incorporated 1902

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ACCIDENT AND HEALTH FIELD

Tells of Entertainment Plans

Industrial Insurers Conference Committee Arranges for Golf and Sightseeing at Chicago

The entertainment program for the The entertainment program for the annual meeting of the Industrial Insurers Conference, to be held at the Edgewater Beach hotel, Chicago, Sept. 17-19, has been announced by A. D. Johnson of the United of Chicago, chairman of the entertainment commit-

charman of the entertainment commutee.

The program for the first afternoon includes the initial round of the golf tournament, in charge of Raymund Daniel; a matinee for the ladies and a ball game (White Sox vs. Philadelphia) for non-golfers. Thursday morning the ladies will have their choice of a bridge party or Tom Thumb golf a bridge party or Tom Thumb golf (prizes awarded for both). There will be a special luncheon for the ladies at ne a special function for the ladies at noon and a sightseeing tour of Chicago in the afternoon for the ladies and all non-golfers, while the golfers will finish their tournament.

The featured speaker at the conference dinner Thursday evening will be former Congressman Frederick K. Lanformer Congressman Frederick K. Landis, nationally known author and lecturer and member of the famous Landis family of Indiana, who made such a hit at the annual meeting of the Health & Accident Underwriters Conference at Lake Wawasee. There will also be some interesting musical numbers and the dinner will be followed by dancing. The entertainment is being provided.

The entertainment is being provided by the Washington Fidelity National, American Bankers and United Insurance Company, all of Chicago.

Writes Penny-a-Day Policy

The American Standard of Indianapolis, which was recently licensed on the mutual plan to write life, health and acmutual plan to write life, health and accident insurance, is issuing a non-cancellable automobile accident policy for 1 cent a day. The principal sum is \$1,000 and the monthly benefit \$100. It covers a person riding in a car or being struck by a car while in a public highway. A. B. Marker is president, H. L. Goodman and C. A. Sammons, vice-presidents, and V. L. Holstein, secretary.

New Assessment Benefit

new mutual is proposed in South Dakota under the name of Educational Mutual Benefit Association, which is to have its headquarters in Aberdeen.

The association will write assessment policies carrying death and disability benefits on teachers and others engaged in educational work.

Departments Move Soon

Departments Move Soon

HARTFORD, Aug. 27.—Progress on the new Aetna Life building, according to officials, makes it likely that some departments will be able to move into temporary quarters there within the next month. The first departments to be moved will be those now housed in the Standard building at 242 Trumbull street, including the casualty agency, casualty accounting, burglary, agency analysis, general administrative and the chief general casualty auditing departments. Officials of these departments include: Vice-presidents William L. Moody, Clifford B. Morcom, Rawdon W. Myers and Robert I. Catlin, assist-W. Myers and Robert I. Catlin, assistant vice-president. Officials are hopeful ant vice-president. Officials are hopeful that other departments will be housed there before the close of the year. The new building is a beautiful structure located on what was fine residence property and faces on Farmington avenue. From an architectural viewpoint it is one of the finest of the many beautiful insurance structures in Hartford.

Preferred

Raises Renewal Rate \$1.40 per \$1,000 on All Accident Policies at Attained Age 60

Increase in renewal rate on all acci-Increase in renewal rate on all accident policies at an attained age of 60 years last birthday, applying to all policyholders now over 60 years and under 65, is announced by the Preferred Accident of New York. The increase on the annual basis for preferred classification is \$1.40 per \$1,000 death indemnity on policies issued on either level or regular amounts. If the policy has an accumulative feature the increased premium also will apply to such accumulaium also will apply to such accumula-

tion.

The Preferred will not renew policies other than the "travel" policy held by those who attain age 65, but such risks may apply for the travel policy, to which no age rule applies, or if desirable risks and under 70 they may submit application for the "special indemnity" policy. This is an attractive contract issued in two denominations, \$10,000 capital sum with refund for surgeons, hospitals and nurses fees. The premium for policyholders over 65 is \$40 a year; \$10 quarterly.

Standard Accident Promotions

Al. H. White, assistant manager of the Standard Accident in Chicago, has been called to the home office as super-intendent of agencies. He was with the Travelers before associating with the Standard Accident five years ago. At one time he had charge of the Standard Accident's training school. Howard Decker, who has been assistant manager Decker, who has been assistant manager at Cleveland, has been appointed assistant superintendent of agencies. He is a graduate of the training school. A. D. Gross, of the Cleveland office, has been appointed assistant manager to succeed Mr. Decker. C. W. Stockwell, chief underwriter at Philadelphia, has been appointed assistant manager in that office assisting Manager S. L. Carr. that office, assisting Manager S. J. Carr.

O'Shea and Weber Named

William M. O'Shea, who formerly handled court bonds for Joyce & Co. at handled court bonds for Joyce & Co. at Chicago, has been appointed in the same capacity with the Chicago branch of the Grand Central Surety which is under charge of Executive Vice-president J. T. Lynn. Maurice A. Weber has been appointed office attorney. He formerly was with the Metropolitan Casualty and the Checker Cab Company there in charge of claims work and has had five years' experience.

Rolan C. Kennell

Rolan C. Kennell has been appointed underwriting supervisor for the Lloyds Casualty's Pacific department. Mr. Kennell was formerly agency superintendent with the Massachussets Bonding in Los Angeles, previously having been with the Union Indemnity as superintendent of the underwriting department.

Gets Arkansas Territory

LITTLE ROCK, ARK., Aug. 27.—Robert E. Walt, Jr., has been appointed assistant manager of the National Surety for Arkansas. Mr. Walt was born and reared in Little Rock and has been in business here for several years. He recently returned from New York where he spent several months in the home office.

Hamill With Olmsted

Howard C. Hamill of Des Moines has been appointed superintendent of the casualty and surety department of Olmsted, Inc., in the Capitol Theatre building, Des Moines. He was previously connected with the United States Fidelity & Guaranty in Des Moines and with the Union Indemnity in Waterloo.

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and Collision With Complete Miscellaneous Public Liability Facilities.

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PRUDENTIAL CASUALTY AND SURETY COMPANY

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A STOCK COMPANY

FIDELITY AND SURETY NEWS

Towner Rating Bureau Tells About Growing Practice in View of Depressed Times

The Towner Rating Bureau has issued a notice to members calling attention to the fact that excessive extension of credit in connection with premiums is regarded as a rebate. Under the depressed conditions where collections are so difficult credit is being extended more than usual. The Towner Rating Buthan usual. reau says:

reau says:

"Recent discussion has disclosed a few instances where collection of premiums (chiefly on contractor's bonds) was by agreement postponed to a date long after the execution of the bondsometimes until the contractor received his first or second estimate on the contract work and sometimes even later than that. This is entirely wrong and does not comply with the manual. Premium, as the name implies, is a considdoes not comply with the manual. Premium, as the name implies, is a consideration received by the insurance carrier in advance for the bond or contract of insurance that he executes. The manual contemplates and requires that all premiums should thus be collected in advance and the rating bureau cannot be responsible for underwriting results where this good practice is not followed."

The home office of the Federal Life & Casualty, of Detroit, is being completely redecorated throughout and some alterations are planned for the building, which is on West Grand Boulevard near Second boulevard.

Write for the free booklet "New Guide to Greater Profits." The National Un-derwriter.



Excessive Credit Extension Is Issuing Unique Bail Bond

Grand Central Surety Writes at \$5 Per \$100 in Chicago Under "Judgment" Basis

The Grand Central Surety's branch office in Chicago in charge of J. T. Lynn, executive vice-president, has been getting a large amount of bail bonds through writing on an "insurance" basis rather than a "surety" basis. This company charges a rate of \$5 per \$100 as compared with the \$2 rate of most other companies, but does not require 100 percent collateral as is demanded by other carriers. Instead applicants are other carriers. Instead applicants are permitted to schedule property on the "judgment" basis.

This department is in charge of William Rothman, recently appointed. The \$5 rate is identical with that charged by professional bondsmen who flock around court rooms in Chicago, and all except habitual criminals are finding the Grand Central bond advantageous. The company refuses to write bail bonds for habitual criminals, under an arrangement with the state's attorney's office. The greater responsibility of corporate suretyship is proving beneficial in Chicago, where requirements for bail have been made very stringent. Formerly property would be scheduled under many court bonds, and quite often when a forfeiture was ordered it would be found that the professional bondsmen did not have clear title to the property, occasionally no title at all.

Michigan Losses on Increase

Two More Bank Shortages Disclosed-Warrant Out for Cashier of Mio Institution

LANSING, MICH., Aug. 27.-With the total amount of bank embezzlements in Michigan revealed since the stock market collapse last fall approaching the market collapse last tall approaching the \$5,000,000 mark, two more shortages have been disclosed. A warrant was issued for Stanley N. Hager, cashier and director of the Union State Bank at Mio, Charles D. Lewis, president and director, is understood to be named jointly. Embezzlement of \$11,950 is charged. The bank has been closed since early in July. A sentence of from one year and

nine months to 20 years was given Don Doyle, former teller in the Hastings City bank, following his plea of guilty to a charge of embezzling \$735 from the bank in June. His total peculations amounted to \$3,468 over several months, he admitted.

Michigan Suits Threatened

DETROIT, MICH., Aug. 27.-Unless DETROIT, MICH., Aug. 27.—Unless two Detroit contractors comply with an order issued last week by the common council to rebuild, three surety—companies will probably face large damage suits brought by the municipality to defray cost of rebuilding two sections of the Southfield sewer, part of which collapsed. The companies are the Southern Surety and National Surety which ern Surety and National Surety, which wrote performance bonds for Julius Porath & Sons, and the Detroit Fidelity & Surety, which bonded Lennane & Mc-& Surety, which bonded Lennane & Mc-Ilvenna. An investigating committee found the contractors did not follow specifications.

Certificates Awarded to the High Honor Students

Secretary Hardy of the Insurance Institute of America announces that there were 103 students that took the course that were granted certificates. A number of these graduated "magna cum laude" which means that the stu-A number of these graduated "magna cum laude" which means that the student passed at least three-fourths of the examinations with a mark of 80 or better. Some graduated "cum laude," which means that they passed at least one-half of the examinations with a mark of 80 or better. High honors in the casualty branch were that of Margaret H. Dinan, Lynn, Mass.; Marie A. McCann, Riall Jackson Company, Baltimore; F. D. Neumann of the Ocean Accident at Cleveland. In the surety branch, Helen L. Bubaseck, Union Indemnity of New York; Julian Fleischer, Fidelity & Casualty, New York; Donald F. Harned, Metropolitan Casualty, Brooklyn; Louis Jacobsen, Standard Accident, Brooklyn; S. L. Keleti, National Surety; J. B. Mettalia, Fidelity & Casualty, and F. D. Neumann, Ocean Accident & Guarantee, received high honors. honors.

Fifty Percent Covered

RICHMOND, VA., Aug. 27.—The alleged shortage of \$23,011 in the accounts of the treasurer of the Vfrginia Methodist Orphanage, was covered by a \$10,000 bond written by the Aetna Casualty.

PERSONALS

Dennis F. Buckley, supervisor of claims for the Employers Liability at the home office of the United States the home office of the United States branch in Boston, died at his home in Georgetown, Mass., this week, aged 57 years. He had been connected with the Employers for the past 17 years, before which he was associated with other companies, including the American Casualty and the Maryland Casualty.

Homer H. McKee, president of the Detroit Fidelity & Surety, spent the last week in New York City consulting with his general agents, Hughes & Bates, regarding the development of business in the eastern territory.

John Lawson, a consulting engineer John Lawson, a consuming engineer with the Queensland Insurance Company of Sydney, visited in Milwaukee last week at the home of George F. Haydon, manager of the Wisconsin Compensation Rating & Inspection Bu-

Agent of Mutual Appeals to Department for Advice

LANSING, MICH., Aug. 27.—Aid and advice of the Michigan department and advice of the Michigan department has been sought by an agent of a Michigan mutual in obtaining settlement of an automobile claim. The mutual has a wide reputation for contesting claims. The insured is the agent's daughter. It appears he forgot in applying for the policy to note that the car's tile was held jointly by the girl and her brother. An accident occurred in which occupants of another car were gravely injured. Although a large suit was threatened the mutual denied liability, claiming the policy void. The department holds forth little hope since the many exceptions and requirements in the policy bind insured to fulfil every provision to the letter. In a recent supreme court decision a Michigan mutual was rebuked for refusing to settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a claim on the ground the time to a settle a clai was rebuked for refusing to settle a claim on the ground that the insured was violating a traffic ordinance when an accident occurred. The mutual was violating a traffic ordinance when an accident occurred. The mutual based its stand on a policy provision relieving of liability if the insured was violating law. The court pointed out that the multiplicity of local laws makes such coverage practically valueless, and the collection of premiums for such insurance was termed fraudulent.

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FIRE INSURANCE COMPANY



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JANUARY 1st, 1930

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ASSETS		LIABILITIES	
Bonds and Mortgages\$ U. S. Liberty Bonds Government, City, Railroad and Other Bonds and Stocks Cash in Banks and Office Premiums in Course of Collection Interest Accrued Reinsurance Recoverable on Paid Losses	139,609.90 509,100.00 93,855,135.00 3,784,621.70 7,216,343.66 446,013.79 40,716.40	Capital\$ Surplus	7,000,000.00 44,315,436.03 26,803,146.42 12,122,958.00 10,750,000.00 5,000,000.00
\$	105.991.540.45	\$	105.991.540.45

Surplus to Policy Holders . . . \$51,315,436.03

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J. D. Lester, Vice-President
Scott Coleman, Assistant Secretary

Progress since Consolidation in 1899

	Assets	Reinsurance Reserve	Surplus
Dec. 31, 1899	529.282.59	\$ 26,832.54	\$ 3,039.94
Dec. 31, 1905	3,932,447,83	1,753,038.09	1,256,146.92
Dec. 31, 1910	5,255,362.12	1,936,224.86	2,365,363.37
Dec. 31, 1915	10,178,345.13	3,532,023.67	4,769,684.89
Dec. 31, 1920	42,765,374.55	16,593,764.16	11,361,311.89
Dec. 31, 1925	67,922,096.58	20,265,572.73	24,161,943.85
Dec. 31, 1926	71,740,996.88	21,162,599.90	25,610,575.98
Dec. 31, 1927	80,193,738.67	21,794,727.64	29,514,599.03
Dec. 31, 1928	98,190,644.96	24,332,695.62	37,252,917.34
Dec. 31, 1929		26,803,146.42	44,315,436.03

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